A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

July 21, 1969

World trade now tops $200 billion

Commissioner Schuyler describes proposed international patent treaty

International Trade Winds

Company News

BANKING—The Bank of America, San Francisco, announced the opening of two overseas branches in Willemstad, Curacao and Buenos Aires. The Willemstad branch will be the first non-Dutch bank in the Netherland Antilles. The new Buenos Aires office will be the third Bank of America branch in that city. The bank now has 47 offices in Latin America and the Caribbean.

COMPUTERS—Scientific Resources Corp., Philadelphia, was awarded a $4.5 million contract by Sonatrach, the Algerian government-owned oil company, for establishing a major computer complex in Algiers. The total capability system will perform tasks ranging from scientific applications in seismic processing to general business procedures. Phases of the complex will be operational in early 1970. Eventually, computer terminals will be established at several of Sonatrach's decentralized stations in Algeria and will feed information into the central complex. The contract also provides for technical assistance and training; presently 36 Algerians are beginning a computer training course at Scientific Resource's school, and provisions call for additional training of up to 200 men.

COMMUTATORS—Kirkwood Commutators Corp. of Cleveland, in technical collaboration with Sahney Kirkwood Commutators of Bombay, is now manufacturing and marketing in India a variety of Kirkwood products including molded, rivetted, screw and nut types of commutators and slip rings. These devices will be applied in areas including the sewing machine industry and in railway traction motors.

PULP AND PAPER—Parson and Whittemore-Lyddon Org. of New York announced a turn-key project for construction through production of a $43 million pulp and paper plant near Mostaganem, Algeria, doubling current output of these products. French affiliate Parsons and Whittemore will handle the operation. Scheduled to start production in late 1971, the project is under contract with Algeria's Societe Nationale des Industries de la Cellulose. The new plant will have an annual output of 46,000 metric tons of pulp and 33,000 tons of white paper; present pulp production is 15,000 tons yearly.

Newsletter

Why do U.S. firms participate in overseas trade exhibitions? Making a final report to the February PURAQUA show of water purification and desalination equipment in Rome, Sidney Ellner of Ellner U-V gave this concise answer: "The exhibition surpassed our anticipated goals of 1) exposure to new prospects, with a representation from more areas than expected, 2) introduction to possible distributors, 3) sampling regarding product acceptance by the ultimate consumer, 4) evaluation of other firms in our related field."

A new Mid-America office to serve exporters in Illinois, Indiana, Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota, South Dakota and Wisconsin has been opened in Chicago by the Foreign Credit Insurance Association. FCIA also has a main office at 250 Broadway in New York, a branch office in San Francisco, and representative offices in Boston, Cleveland, Houston and Miami. The new Chicago office has a 14-man advisory committee from the insurance, banking, and manufacturing fields.

A breakthrough show for the Stockholm U.S. Trade Center was the mid-June Data Processing Equipment exhibition that turned up $9,722,000 in projected 12-month sales, far above anything achieved previously in this report category by a Stockholm show. Five agency arrangements were also concluded at the exhibition. Another significant statistic: 135 trade visitors came to the Swedish capital from Finland for the show, 125 from Norway, and 76 from Denmark.

"This exhibition advanced our British Market sales by six to nine months," said K. L. Austin, British marketing manager for Avco Lycoming, at the close of the London U.S. Trade Center's Marine Equipment show. "Showing at the Trade Center undoubtedly strengthened our image, brought us into contact with first-rate prospects, and provided most useful support facilities for conducting business."

The Sample Display Center at the U.S. Embassy in Beirut, Lebanon, was the site of a two-week showing of electronic medical-surgical equipment from the Birtcher Corp. and vitallium surgical appliances from the Howmet Corp. Despite some civil turmoil during the show, it drew leading government health officers, hospital officials, faculty members and students from two medical schools, and local private physicians.

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in this issue

The new Commissioner of Patents in the U.S. Department of Commerce, William E. Schuyler, Jr., makes his bow as an INTERNATIONAL COMMERCE author on page 2 of this issue, as he assesses the highlights of a proposed new international patent cooperation treaty. Part of the background that makes the treaty significant—the upsurge in trade all around the world—is reported in an article on page 6.

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Final draft of world patent treaty now awaits conference; U.S. business views are sought

Washington may be site of Paris Union's meeting on subject next spring; new Commissioner explains options for inventors

By WILLIAM E. SCHUYLER, JR.
Commissioner of Patents

On July 11, the United International Bureaux for the Protection of Intellectual Property (BIRPI) released the third in a series of drafts of a proposed Patent Cooperation Treaty (PCT). Each of the earlier drafts has been modified as a result of discussions in a number of international conferences in Geneva.

This latest draft is intended to serve as a negotiating document at a diplomatic conference of the member States of the Paris Union planned for the spring of 1970. Although the exact date and place of the conference are not yet fixed, the Administration supports Senate Joint Resolution 90, which will enable the United States to host such a conference in Washington, D.C.

Recognizing the potential impact of the Treaty upon virtually every sector of our economy, the Patent Office, U.S. Department of Commerce, has arranged for publication of the entire draft treaty and appended regulations in the July 15 issue of the U.S. Patent Office *Official Gazette*. Notification of the publication was made in the *Federal Register* of July 12 (34 F.R. 11554).

Widely disseminated

Reprints of the draft are being widely disseminated to industry and the bar for comments. Additional copies of the Treaty, and background materials, may be obtained by writing to the Commissioner of Patents.

Nothing in the proposed Patent Cooperation Treaty is to diminish the rights any applicant may have under the Paris Convention. Thus, applicants will have the option to proceed according to the Paris Convention or the Patent Cooperation Treaty; priorities of the Paris Convention are recognized in the draft treaty.

In the present draft, the Treaty includes two separable phases of operation.

Under Phase I, the applicant files an international application in the patent office of his own country. The application is filed in an "agreed" language (English for the American applicant) in a standard format, and includes the designation of one or more member states in which applicant desires protection. At the time of filing, the international application is subject to an international fee. However, the applicant may defer payment of national fees and translation expenses until completion of international processing.

A search report is prepared by a qualified searching authority and forwarded to the applicant who is then given an opportunity to amend the claims. The International Bureau distributes to each designated State the international application, the search report, and any amendments.

Twenty months from the priority date, national fees and translations (as necessary) are due in those States in which the applicant wishes to proceed at the national level. Phase I of the Treaty thus permits an applicant to defer the costs of translations and national fees until 20 months from the priority date. The additional eight months afforded by the Treaty beyond the present 12 month priority period of the Paris Convention, coupled with prior art cited in the search report, should assist applicants to assess, on a sounder basis, the potential of their invention before deciding to incur the major expenses of national processing. National offices will benefit from the procedures of Phase I to the extent that the prior art contained in the international search reports permits a reduction in national processing time.

Phase II is optional

Phase II applies only to those States which agree to be bound by it. Moreover, use of Phase II in such States is completely at the applicant's option. If he chooses to proceed under this phase he gains an additional five months of decision time.

Under Phase II an international preliminary examination report, comprising an advisory opinion on the novelty, non-obviousness and industrial applicability of the claimed invention will be issued by a qualified examining authority. This report may be of significant value to States which lack sufficient resources to maintain well-staffed patent offices ca-

Commissioner active in patent law

William E. Schuyler, Jr., the new U.S. Commissioner of Patents, had been a partner in the patent law firm of Browne, Schuyler & Beveridge since 1951.

Schuyler, 55, is a native of Washington, D.C., who holds degrees from the Catholic University of America and Georgetown University Law School in the capital. He later taught law at both schools and has lectured at the Practicing Law Institute, FBA-BNA Briefing Conferences and the Engineers Club.

SCHUYLER

He has been a budget analyst at the U.S. Department of Agriculture, an associate in the Arthur M. Hahn patent law firm, a patent lawyer with RCA and Sperry Gyroscope Co., and a partner in the firm of Church & Church.

He is a member of the American Bar Association, a former chairman of its Section of Patent, Trademark and Copyright Law and presently that Section's delegate to the Association's House of Delegates. Also, he is a member of the Bar Association of the District of Columbia, American Patent Law Association, the National Council of Patent Law Associations, International Patent and Trademark Association, Patent and Trademark Institute of Canada, American Judicature Society, Federal Bar Association, United States Trademark Association, Lawyer-Pilots Bar Association, National Lawyers Club, and the Institute of Electrical and Electronic Engineers.

pable of keeping pace with current worldwide technology. It may thus be particularly important to lesser developed countries which are attempting to increase their technological base by developing a sound patent system to attract foreign capital and know-how.

While the Administration supports the aims of the proposed treaty and most of its provisions, some details are not fully acceptable to American interests. Our Patent Office is concerned about the impact upon U.S. practice of certain provisions of the draft relating to timing of the various steps involved in the filing procedure, and to the format of international applications. We are coordinating efforts with the private sector to provide safeguards to protect American interests.

The diplomatic conference will afford us an opportunity to negotiate solutions which will satisfy the interests of both the private sector and those of the Patent Office. Accordingly, we have made copies of the draft treaty widely available and are soliciting views of all those concerned to aid us in establishing a U.S. position for the conference.

Comments and suggestions should be directed to the Commissioner of Patents, Washington, D.C. 20231. All such comments received before Jan. 31, 1970, will be given careful consideration.

Ireland makes Kennedy cuts two-and-a-half years early

Ireland has implemented its final Kennedy Round cuts, not due until Jan. 1, 1972, two-and-a-half years ahead of schedule. The accelerated cuts became effective on July 1.

During the Kennedy Round negotiations, Ireland participated with a view to becoming a contracting party to the General Agreement on Tariffs and Trade (GATT). In accordance with the Protocol for the Accession of Ireland to the GATT of June 30, 1967, Ireland became a party to the GATT upon ratification of the Protocol by the contracting parties and the Irish Government.

With specified exceptions, the concession rates of duty became effective on Jan. 1, 1968 upon Ireland's accession to the GATT.

Under the terms of the Protocol, Ireland was obligated to make reductions of 28% in stages on 56 tariff headings between Jan. 1, 1968 and Jan. 1, 1972 on the duty rates in force on Dec. 31, 1962. The reduced rates were also bound against any increase.

Foreign investment control unit shortens form, sets finance rules

New Director also announces Washington Commerce seminar to brief major overseas investors on quarterly reports

The annual form used by about 2600 companies in reporting their foreign investment activities will be simplified and shortened for 1969.

Director Richard P. Urfer of the Commerce Department's Office of Foreign Direct Investments said that most companies whose net capital outflow (before deduction of foreign borrowings) and reinvested earnings total less than $1 million will be able to use the short form. In announcing revision of the Program on Apr. 4, Secretary of Commerce Maurice H. Stans had said that these small and medium-sized investors would be exempt from quarterly reporting.

Details of an administrative policy relating to treatment of equity financing of foreign direct investment under the program were also disclosed by Urfer.

Urfer, the recently appointed Director of the Commerce investment unit, is a New York City business executive who resigned as president of Diebold Computer Leasing, Inc., to become head of the agency. He was a co-founder of Diebold Computer and had been chief executive officer there since 1967.

Urfer, a native of Spring Green, Wis., is a graduate of the University of Wisconsin and the Harvard Graduate School of Business Administration.

The new forms probably will be reduced to a single sheet containing only basic investment information and will be mailed to direct investors before the end of the year. However, some 600 corporations with large foreign investments will continue to file the full report.

"While the next annual report is not due until spring of 1970," Urfer said, "the announcement is being made now to help companies in their planning operations for the remainder of the year. This is another step in our efforts to reduce the administrative burden for investors whose operations have a relatively small impact on the U.S. balance of payments."

Urfer also announced that OFDI will hold a special workshop July 22 at the Department of Commerce in Washington to brief major international investors on the new quarterly reporting form.

The quarterly reporting form is being mailed to investors who must report on a quarterly basis, and it is due to be filed by Aug. 15. It will contain cumulative figures for the first and second quarters of 1969. These companies also will be asked to file an abbreviated report for the first quarter of 1969. This report had been delayed pending incorporation of the Apr. 4 revisions into the Regulations.

With regard to treatment of equity financing, Urfer stated that the Office is considering applications to defer charges to direct investment quotas that occur when a U.S. company finances its foreign investment by the use of one of three types of equity financing transactions. The specific forms of deferral relief are available only by specific authorizations granted by the Office upon application made in accordance with the instructions for such submissions issued on June 6.

Applications for such relief are being processed with respect to three general types of equity financing:

1. The issuance of foreign direct investment purposes of convertible preferred shares by domestically incorporated international finance subsidiaries. In qualifying cases, the Office will authorize that the charges resulting from the use of such shares be treated in a manner generally similar to that now accorded convertible debentures of finance subsidiaries.

2. Exchange by a direct investor of a limited amount of its equity securities in a direct investment transaction with a limited group of foreign nationals. OFDI will impose no current charge against investment quotas if there is adequate assurance that such shares will not be sold or disposed of within three years.

3. Other equity financing of foreign direct investment. In appropriate situations, OFDI will authorize a six-year amortization of the resulting charge against the direct investor's quota. Under this form of relief, the Office would, in the year the equity is issued, charge only 30% of the total value of the equity used in the direct investment transaction. For each of the five succeeding years, a charge equal to 10% of the total value would be imposed.

Urfer suggested that any investor planning such equity financing should contact the Office for more details.

IN BERLIN, mission members were aided by U.S. diplomatic official, Brewster Morris. Left to right, Ballenger, Wimpie, Morris, Borst, Winningstad, Hauss.

Germany offers solid contacts for suppliers of data processing equipment, says recent mission

Makers of both hardware and software expect good results from prospective customers interviewed during two-week tour

The German market is booming in what is often referred to as the world's fastest growing major business—the computer industry, reports the Commerce Department's most recent specialized or vertical trade mission abroad.

The six business members of a data processing mission—mostly from small or medium sized firms—returned last month from two weeks in Berlin, Munich, Hamburg, Bonn, and Dusseldorf labeling their business tour "far more successful than had been anticipated."

Interviewing officials of major manufacturing firms, retailers, publishing houses, financial institutions, state and federal government organizations, research institutes, and universities, the mission found good prospects in each of the cities visited.

Although the members did not generally relate these prospects to specific market figures, one participant made the prediction that his company is heading toward a total of $12 to $15 million of equipment on lease in Germany.

Mission Director G. Edward Borst of the Commerce Department's Trade Missions Division said of the results of the group's tour:

"Technical representatives of four of the members have already called on the promising contacts made during the mission visit, and it is firmly believed that significant business will result.

"Two of the members have expressed interest in participating in the next data processing equipment mission which is expected to be organized shortly.

"It was the consensus of the members, all of whom had traveled widely, that the mission operation provided high-level contacts which could not have been arranged on an individual basis."

In addition to the Director, the group was comprised of company executives with expertise in data processing services and equipment—both hardware and software.

Although Germany ranks high in total number of computers installed—close to 5,000 in industry and Government combined—most of these are small and as yet not sophisticated, mission member John T. Ballenger, Computer Data Systems, Inc., Silver Spring, Md., points out. "Emphasis seems to be on low-priced units requiring semi-skilled technical personnel to implement systems," he reports, "indicating why firms such as Nixdorf have been so successful in Germany in installing hundreds of computers in a price range of $10,000 to $50,000, compared to a much higher average price tag for U.S. computers."

Data processing center planned for Berlin

U.S. computer equipment firms may find sales potential in recently announced plans for the establishment of a large data processing center—a Grossrechenzentrum—to serve Berlin's scientific community on a time-sharing basis, the U.S. Mission in Berlin points out.

The center will consist of a central computer installation (AEG-Telefunken Model TR 440) located at Ernst-Reuter-Platz, satellite computers at Technical University and Free University, and a series of terminals at about 20 scientific institutes, educational facilities, government laboratories and other such organizations throughout the city.

The AEG-Telefunken computer is to be delivered in 1971 and it is hoped that the complete installation will be in operation by the end of that year. Present plans call for the expenditure of about $5 million for hardware.

Sales opportunities are believed to exist for U.S. manufacturers of peripheral data processing equipment and for U.S. firms specializing in computer programming, especially for application in scientific fields. For additional information, write: Director, Grossrechenzentrum Berlin, % Regierungsdirektor Link, Senatsverwaltung for Wissenschaft und Kunst, Bredtschneiderstrasse 5, 1 Berlin 19, Germany.

Ballenger said that the mission, for the most part, was profitable for his company and provided it with important marketing and financial information that will lead to establishment of a base of operations for CDSI in Germany.

Of his firm's participation in the mission, T. I. Burakreis, URS Data Sciences Co., Falls Church, Va., said, "It was very satisfying for us to find out that almost every one of the selected contacts was a potential business possibility for URS. Our company reached basic understanding for further talks in July toward establishment of a 'URS Systems Deutschland GmbH' with several software companies (and probably small hardware manufacturers) throughout Germany. Some 80 or 90 people were interviewed and introduced to URS and its capabilities."

M. G. Hauss, Motorola Instrumentation & Control, Inc., Phoenix, Ariz., points to considerable interest in peripheral equipment for the already highly developed data processing market in Germany. "The German user has an almost insatiable interest—mainly in new products suitable for the acquisition of data," he says. "Integration of existing and new EDP systems is one of the more lucrative fields in which the related U.S. industry now has the best opportunities to sell, provided it meets market conditions with products in demand, backed up by local service from qualified representatives."

Joseph B. Mahony, Farrington Manufacturing Co., Springfield, Va., stressed the value of this kind of mission for small firms. "The specialized trade mission organized by the U.S. Department of Commerce is a most effective means for smaller American companies to become exposed to foreign markets."

Used computers

Representing the major U.S. company that deals in used machines, Mort Wimpie of Computer Exchange, Inc., New York City, reports that his firm's business is unusual, even in the United States: "We are involved, primarily, in the purchase and resale of used computer systems. In Germany, where development of EDP activity lags behind the United States by three to five years, the used machine concept is new and strange. We anticipated that no direct sales would occur and none did. Rather we looked to the mission as a method of gaining insight into the market so that we might best penetrate it.

"It is my belief that Germany represents a good market for CEI. Development of used computer activity will be slow, but it can be started immediately with third party leasing—a concept virtually unknown here."

First steps slow

C. Norman Winningstad, Tektronix, Inc., Beaverton, Ore., reports that most of his company's business in Germany will be with time-sharing customers and the research institutes, both of whom can use and have the need for graphic remote terminals. First steps will be slow, he says, because of the need of high-speed parts by the time-sharing customers and lack of funds at the research institutes.

PRODUCTION OPERATION such as that pictured below at plant of mission member Joseph B. Mahony's company in Springfield, Va., contributes to expanding U.S. exports of data processing equipment.

ANNUAL SUMMARY

World trade '68 surges past $200 billion mark

Growth is fastest in four years; developed areas provide bulk of increase

Responding to the demand generated by the expanding levels of economic activity particularly in the developed areas, free-world merchandise exports in 1968 advanced by $22 billion to a record $213 billion. The 11½% rate of growth was the fourth highest in the past two decades and more than double that of the previous year.

The developed countries as a group further strengthened their dominant position in international trade both as suppliers and markets. In 1968, these economically advanced nations accounted for 80% of free-world trade, compared to about 75% at the beginning of the decade.

U.S. trade expands rapidly

The United States shared in this expansion of world trade. Exports, excluding military grant-aid, rose in 1968 by 10% to $34.1 billion, with strong increases in shipments to both the developed and developing countries. Exports to Canada and Western Europe were particularly buoyant; sales to Japan also showed a large advance. The gain in exports to the developing countries was sparked by strong recoveries in shipments to the American Republics, the Near East, and Africa. Deliveries to East and South Asia rose only marginally.

U.S. imports in 1968 advanced by 24%, nearly five times the rate of increase in the preceding year, to $33.3 billion. Purchases were higher from all areas. Deliveries from Canada and Western Europe soared by around one-fourth, while those from Japan rose even more rapidly—by one-third. Arrivals from developing Africa, the Near East, and East and South Asia were also up about one-quarter, but smaller increases from the American Republics limited the upturn from the developing countries as a group.

Reflecting the sharp acceleration in imports, the U.S. merchandise trade surplus dropped last year to a nine-year low of $835 million. Most of the $3.3 billion decline from 1967 was due to a marked deterioration in our trade position with Canada, the European Economic Community—mostly Germany—and Japan.

EEC sets fast pace

Equaling the world average rate of gain, West European exports reached $102 billion, a gain of $10½ billion from 1967. The bulk of this advance was provided by the European Economic Community (EEC), which experienced sharp increases in trade among member countries and to the booming U.S. market. Italy was the pace-setter with an export rise of more than 17%, but Germany, which gained $3.1 billion in overseas sales, was again the most important EEC supplier by a comfortable margin. France recorded an increase of more than 11%, slowest among the Six.

The European Free Trade Association (EFTA) lagged substantially behind both the EEC and the world in rate of export growth. EFTA countries did well in sales to the United States, registering a gain of around 20%, and in the EEC with a 10% increase, but showed sluggishness in deliveries to each other. Switzerland recorded the steepest rise, continuing as the third largest supplier in the group after Sweden and the United Kingdom. Aided by devaluation of the pound sterling in late 1967, Britain made a partial comeback with a rise in shipments of nearly 7%, but still fell short of even EFTA's average pace.

West European imports grew more slowly than exports but, nevertheless, expanded by a substantial 10%. Common Market purchases were the major contributing factor, rising by almost $7 billion to $62 billion, again mostly the result of stepped-up trading among member countries. EEC imports from the rest of Western Europe and the United States also increased, but both these sources diminished further in importance as suppliers to the Six.

As Germany completed its recovery from the 1967 recession, economic activity accelerated and imports rose by 16%. Although German foreign purchases rose more sharply than sales, the country expanded its already large merchandise surplus. Belgium and the Netherlands bought considerably more from foreign sources as their industrial production improved. French output was only moderately higher than in 1967, hampered as it was by widespread strikes in mid-year and by recurring financial crises. Imports, nevertheless, climbed strongly and the trade position deteriorated. The inflow of goods into Italy increased by a relatively small 4% as domestic demand rose slowly.

EFTA imports moved to higher levels but at a sluggish pace. The United Kingdom was responsible for most of the $2.2 billion increase in purchases by this group of countries. Devaluation with its subsequent higher prices failed to dampen to any marked degree the British enthusiasm for foreign goods. Undoubtedly, fear of further restrictions was a spur to overseas buying. In Finland, on the other hand, depreciation of the currency achieved a reduction in imports. Norway and Portugal also cut back on their intake from foreign sources. U.S. suppliers expanded their share of the EFTA market to 10.4% in 1968, due primarily to higher sales to Norway, Switzerland, and the United Kingdom.

In doubling its 1967 export growth rate,

Export pace quickens

Year	Free-world exports: Value $ billion	Free-world exports: % change from preceding year
1960	113	11.7
1961	119	4.6
1962	125	5.2
1963	136	9.0
1964	153	12.2
1965	165	8.3
1966	181	9.7
1967	191	5.0
1968	213	11.6

Canada raised its foreign deliveries by $2.1 billion in 1968 to a record high of $13.1 billion. This expansion extended to all markets except Eastern Europe, but the 25% climb to the United States was the most pronounced. Canadian imports grew more slowly, expanding by around 14% or $1.5 billion. The goods making up the bulk of the increase originated in the United States, with road motor vehicles and aircraft the main components.

Japanese exports surge

By more than tripling its 1967 export growth rate to more than 24% and reducing its import gain to 11½%, Japan improved its trade position significantly. Deliveries to the buoyant U.S. market increased by over a third—a faster pace than other suppliers recorded—raising sales to this country to $4.1 billion. Conversely, Japanese purchases from the United States expanded less rapidly than from other sources. As a result, our share of that market was reduced slightly to 27.2%.

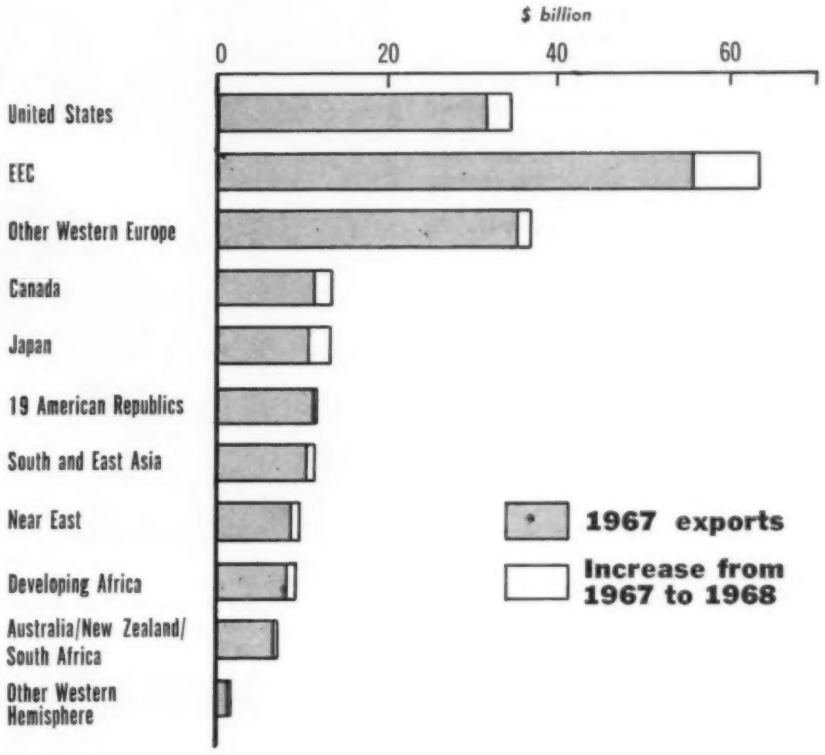
Australia's gain in overseas sales was held to less than two percentage points, due in part to the slowing in wheat shipments during 1968. The country was thus one of the few leading suppliers which failed to increase exports more rapidly than in 1967. Australian imports, meanwhile, advanced by nearly 12% with the result that arrivals exceeded shipments for the year by almost one-fourth. New Zealand also recorded a small rise in sales abroad, but its imports receded for the second consecutive year as government restrictions continued. The rise in South Africa's exports remained at almost 12% while imports were lower, principally because of decreased demand for machinery.

The developing countries also saw their deliveries to foreign areas climb substantially in 1968, in large measure due to increased demand in industrialized markets. While the degree of improvement fluctuated widely among developing areas, exports went up by 8½% to $43 billion in the aggregate. This gain more than doubled the previous year's growth.

Libyan sales boom

Africa recorded the sharpest export rise among the developing regions. An important factor in this advance was the near 60% expansion in Libya's exports, buoyed by strong demand for petroleum and continued closure of the Suez Canal. Favored by strong copper prices, Zambia's exports were up by about 15%. As the area's prime export

U.S., Western Europe accounted for over half of free-world export growth in 1968



gainer, Libya also accounted for about one-third of the net increase in imports into Africa. These arrivals climbed by nearly 7% for the region, three times faster than in 1967. Nigeria, on the other hand, curtailed imports for the third consecutive year as foreign exchange shortages led to further tightening of import controls and civil strife in that country continued.

Exports from the American Republics were relatively sluggish, rising by only 4% to $11.5 billion. Brazil was the bellwether for the area, as improved coffee prices provided the stimulus for a 14% increase in the value of its foreign deliveries. Argentina, on the other hand, saw its shipments decline for the second year in a row, with meat sales to Europe particularly affected. Foreign purchases by the Republics grew about twice as fast as exports, climbing by over $700 million to reach $11.1 billion. A marked expansion in Brazilian imports to support that country's increasing rate of industrialization was an important factor. Mexico also proved an active market for foreign goods as strong demand in all sectors was reinforced by the requirements generated in staging the 1968 Olympic Games in Mexico City.

The countries of South and East Asia added almost $1 billion to the export side of their foreign trade ledger, reaching $11.1 billion in shipments and registering the best gains since 1961. Korea, Taiwan, Hong Kong, and Singapore were responsible for the bulk of the increase. Hong Kong alone registered an advance in excess of $200 million. India was also one of the larger gainers, as it reversed its two-year pattern of declining exports and recorded a 9% increase to a level of $1.8 billion. Thai shipments showed little change for the second successive year. South and East Asia remained the biggest importing area among the developing markets but the pace of its overseas purchases was noticeably slower than in 1967. Even so, the rise in imports neared $1 billion to bring the total to $15.7 billion.

The four countries previously mentioned as primarily responsible for the

increase in exports also accounted for much of the expansion in imports. India and Pakistan, on the other hand, each reduced their intake of foreign goods by about one-tenth.

Weakening somewhat from rates of gain reached in 1966 and 1967, exports from the Near East rose by around 8% in 1968 to exceed $9 billion. A sizable share of this rise was attributable to increased petroleum shipments from Saudi Arabia and from new oil fields in the United Arab Republic. Iraq had a sharp expansion in deliveries, while Kuwait chalked up more modest gains. Iran was virtually the only country in the area that saw its exports decline.

Countries of the Near East boosted their purchases abroad by more than 11%, or $700 million, after a modest reduction in 1967 due to the Arab-Israeli war. The stepped-up inflow of goods into Israel accounted for 45% of the net increase for the region. Iran also substantially raised its import level for the year. UAR purchases were $100 million less than in 1967, falling to just under $700 million.

The preceding assessment of last year's free-world merchandise trade, compared with that of 1967, was prepared by the Commerce Department's International Trade Analysis Division largely from data published by the International Monetary Fund and the Organization for Economic Cooperation and Development. Official trade publications of individual countries also were utilized.

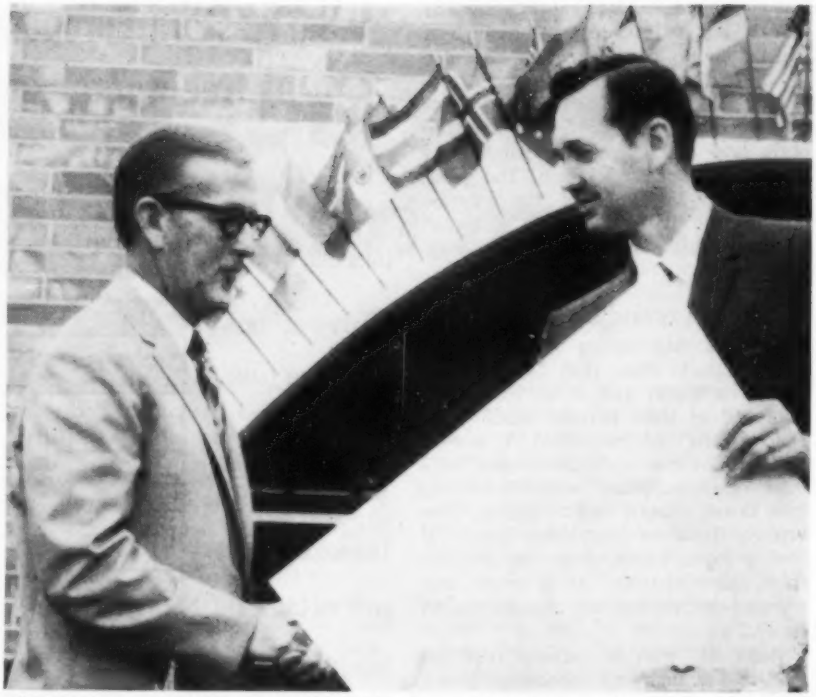
A two-part analysis of U.S. foreign trade in 1968, prepared by the same Division—from Census Bureau data—was presented earlier this year in INTERNATIONAL COMMERCE. *The first part, a review by major commodity category, appeared in the Feb. 24 issue; the second, by world area, Mar. 17.*

Small business can export

Many U.S. small businessmen may be missing the boat by not exporting, the Bank of America says in the latest issue of its *Small Business Reporter*.

Titled "Introduction to Exporting," the report of a new study by the Bank says that the overseas market is "relatively untapped for many businessmen with smaller manufacturing, wholesaling and food processing firms."

Single copies of the *Small Business Reporter* are available free from any branch of Bank of America.



RECEIVING THE "E" AWARD from Jack O. Padrick, Director of the Commerce Department's Field Office, is John Naughton, President of Den-Tal-Ez Mfg. Co. of Des Moines. The presentation ceremony took place on June 26 at the Iowa factory. Den-Tal-Ez innovated sit-down dentistry in 1958.

Two manufacturing firms earn 'E' awards by providing technical aid, frequent customer contacts

Circuit Foil increased exports 600% in 1965-'67 period; Den-Tal-Ez exported its concept of sit-down-dentistry

Providing technical assistance and continuing customer contacts aided Circuit Foil Corp., Bordentown, N.J. and Den-Tal-Ez Mfg. Co. of Des Moines, Ia., in earning recent Presidential "E" awards, for export expansion.

Founded in 1955 at the beginning of the printed circuit era, Circuit Foil, in the period from 1965 to 1967, increased export sales of copper foil by 600%.

Manufacturing a special grade of copper foil which is supplied to laminators, Circuit Foil has a product that is bonded to various substances which are ultimately used in most electronic equipment.

Markets for Circuit Foil exist in any nation that has a sizable electronic industry. New markets thus are developing in young nations as their technology level grows.

In 1958, when printed circuits first became popular in Europe, export shipments were made to laminators in England and Europe. As this volume grew to $1 million in 1962, Circuit Foil constructed a plant in Luxembourg which was operational by the end of that year and provided most of the total supply of copper foil to the European market. Exports from the Bordentown plant fell almost to the vanishing point.

The Japanese market then caught the attention of Circuit Foil, and by 1967, export sales had jumped 600% in the

1965-1967 period. By 1968, 90% of Circuit's exports from the Bordentown plant were headed for Japan. Foil shipped by the firm is said to represent approximately 50% of the entire consumption of foil by the Japanese electronics industry. Three domestic Japanese manufacturers provide the remaining half of the needed foil.

Marketing in Japan

Special methods have been employed to gain acceptance in the Japanese market for the U.S. product. Because copper foil is a highly active material which oxidizes quickly, Circuit Foil had to develop a conditioning process to retard the reaction caused by long transportation time and normal storage periods. The company developed better packaging methods and a higher grade foil with a more uniform quality than was previously available on the Japanese market.

To aid customers with problems, and to show them new and better uses for the product, technical advisors were added to the Circuit Foil staff. At least three visits per year are made to all Japanese customers.

Circuit Foil's copper foil is priced competitively with similar Japanese products.

The second firm to receive an "E" award June 26, Den-Tal-Ez of Des Moines, Ia., innovated sit-down-dentistry soon after the opening of their plant in 1958. This new concept in dentistry is primarily designed to increase the doctor's efficiency and to preserve his health.

To sell its dentist chairs and equipment, the firm staged numerous clinics with dentists, creating a demand among dealers, which aided in establishing an overseas network of distributorships. After a period of about two years, a network was formed. It was found that dealers were not difficult to obtain in the areas Den-Tal-Ez sought.

The first distributors were established in Italy, England and the Scandinavian countries. The dentist population in these areas is rated as sizable enough for a distributor to handle 15 to 20 dealers. This policy was continued in South Africa, New Zealand, Australia and other areas of considerable dentist population.

European sales force

In Germany, France, Switzerland, Austria, Belgium and Luxembourg, Den-Tal-Ez established its own sales force, breaking down the area by regions as is done in the U.S., employing its own director of foreign marketing, and appointing a European manager with offices in Germany.

Due to the nature of its new products, the company's overseas program calls for training and educating dealers and distributors as well as customers.

Credit to buyers has not proved a major problem for the firm. In under-developed areas or where credit risks appear high, liberalized or extended credit terms have been employed.

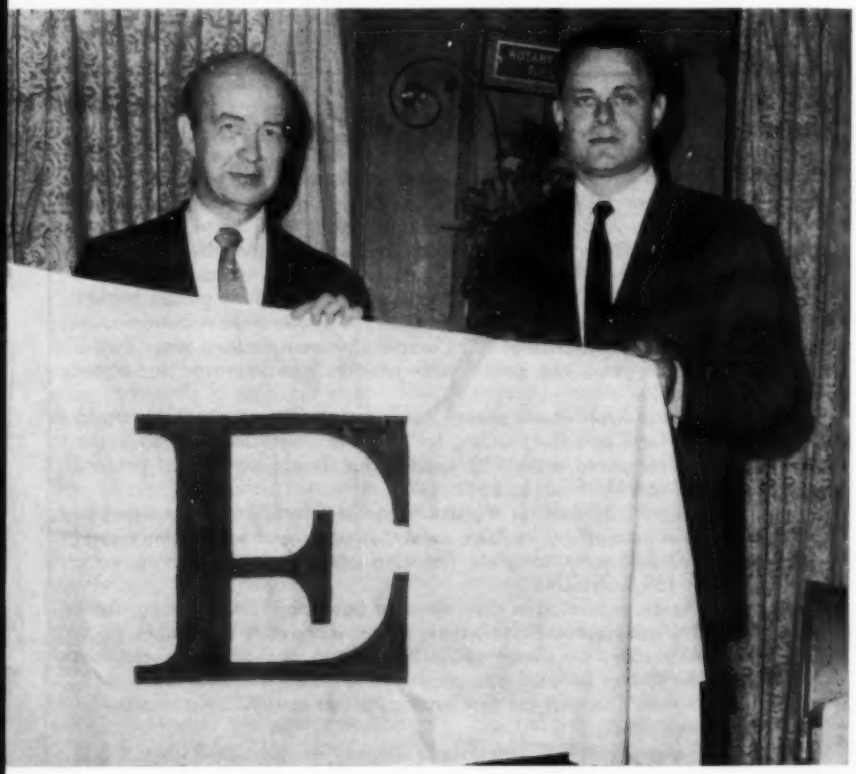
As the pioneer firm in introducing the concept of sit-down-dentistry, Den-Tal-Ez has been successful in holding its sales position because of its dealer and purchaser education policy and product quality.

One of the largest problems has been delivery. Transportation costs proved high and the equipment carries a high duty rate in foreign countries, consequently, price control has demanded much attention.

Each year, Den-Tal-Ez brings a number of foreign associates to the U.S., usually at a time when a convention is approaching so the associates can compare the firm's goods with those of competitors. They are also taken to the company plant for additional training and education.

As part of its foreign promotional program, Den-Tal-Ez shares advertising costs with foreign dealers, as they do in domestic promotions.

AT NEW JERSEY CEREMONY are Henry J. Dempsey, Director of Commerce's Philadelphia Field Office, left, and Charles B. Yates, President of Circuit Foil Corp., Bordentown, N.J. Circuit Foil was awarded the "E" flag at a stockholders meeting for increasing exports between 1965-1967 by 600%.



France eases restrictions on liquidating investments

The French Government, in a June 13 circular from the Ministry of Economy and Finance, has eased restrictions on direct investment liquidation by non-residents. These foreign investment regulations were issued by the French Government in March to supplement exchange controls enacted in November 1968 (INTERNATIONAL COMMERCE, Apr. 28).

According to the March regulations (Decree 69-264), all foreign companies operating in France must submit prior declaration of a proposed liquidation of direct investment to the French Treasury. Until the Treasury approves this documentation, no bank may purchase foreign exchange for the liquidating firm. The June 13 modification permits banks to proceed on their own authority with such currency transfers if the amount to be liquidated is less than one million francs (about $200,000).

IMF, World Bank act to aid nations that rely on single commodities

Fund offers extra drawing rights to finance buffer stocks; Bank Group to encourage projects that diversify economies

The World Bank and the International Monetary Fund have announced complementary programs designed to ease the trading burdens of developing nations where single commodities account for most of their export earnings. The actions were in response to repeated requests by the developing nations, who say that at present they are helpless to combat wide swings in the prices of these commodities on which they are heavily dependent.

The IMF will provide additional drawing rights for producers of commodities for use in financing buffer stocks and other price stabilization operations. The World Bank will give special consideration to loans which help diversify economies that are now heavily reliant on production of one or a few commodities.

Essentially, the IMF will help relieve the current problem while the World Bank tries to promote the eventual solution.

For several years the Fund has maintained a facility for compensatory financing which permits members to draw up to 50% of their quota in the event of a temporary export shortfall due to circumstances beyond their control. Such compensatory drawings do not affect a member's ordinary drawing possibilities.

Raises drawing limit

Under the terms of the new decision, drawings for the purpose of financing buffer stocks in connection with international commodity arrangements may be made up to amounts equivalent to 50% of quota, provided that drawings under the compensatory financing facility and the buffer stock facility taken together do not exceed 75% of the quota. Repurchase is to be made within three to five years, or earlier in the event of the buffer stock distributing cash to its members.

While applying its normal lending standards and procedures, the World Bank Group, which includes the International Development Association and the International Finance Corp. in addition to the Bank itself, will be prepared to:

► Finance projects which provide alternative employment to factors employed in production of surplus commodities, thereby assisting in restraint or reduction of production of such commodities;

► Finance projects to produce primary products that appear to face relatively favorable market prospects;

► Finance industrial projects suitable for the country concerned, especially those processing locally-produced primary products;

► Foster through its investment activities and procurement policies the growth of regional cooperation among developing countries, particularly where this would encourage the establishment of new industries which require access to more than a single national market if they are to attain economic efficiency;

► Lend for infrastructure related to tourism and for tourism enterprises;

► Participate in financing agricultural and other research having high priority in developing countries, as much as possible in cooperation with other national and international institutions, and

► Provide, on a grant or loan basis as appropriate, technical assistance to member countries to assist in preparation of programs and projects including feasibility studies aiming at diversified development.

In keeping with the policy announcement, a recent $23¼ million World Bank loan will aid the development of substantial newly-discovered reserves of natural gas in Bolivia, giving that nation an important new source of foreign exchange earnings. The Bank loan will finance about half the cost of constructing a 329-mile high-pressure trunk line from Santa Cruz in Bolivia to the Argentine border and about 100 miles of lateral lines to connect several gas fields with the trunk line. A sales agreement provides for deliveries of gas over a 20-year period to Gas del Estado of Argentina at a fixed price in U.S. dollars.

Philippines get $25 million

The proceeds of a $25 million Bank loan will be relent to the Private Development Corp. of the Philippines (PDCP), which was established in 1963 to assist in the development of private productive enterprises in the Philippines and strengthen economic diversity. Although PDCP's operations have been relatively modest in the context of the whole economy, it has established itself as an effective and useful organization. It has

World Bank had busy year

World Bank and IDA development financing jumped by a whopping 87% during the fiscal year which ended June 30, reaching a total of $1,784 million in loans and credits. Also reflecting a vigorous rise in 1968 activity, financing by the International Financing Corp. totaled $93 million during the fiscal year just ended, compared with $51 million in 1968.

In the same period, the World Bank borrowed $1,224 million on the world's capital markets at an average cost of 6.46%. The gross amount borrowed in the fiscal year was an increase of 55% over the highest previous year. By the close of the fiscal year, the Bank's cash position had improved by about $420 million.

As forecast at last September's annual meeting of the Governors of the World Bank, combined Bank and IDA lending for education more than tripled in the past fiscal year compared with 1968. Lending for development fiscal projects in agriculture almost doubled, to $342 million.

The IFC, the Bank's affiliate for the stimulation of private enterprise development, acted as a catalyst by its loan, equity, standby and underwriting commitments of $93 million to complete financing operations aggregating some $500 million in 16 countries.

In addition to an expansion in the volume of Bank and IDA financing, there was a shift in its geographical distribution. Loans and credits to member countries in Africa increased by almost 150%. In addition, it should be noted that the World Bank Group initiated operations in Indonesia with four IDA credits totaling $51 million. This was the first lending to that country by a member of the World Bank Group.

lent mainly to the manufacturing sector and 71 out of 99 projects have been for expansion or modernization of existing enterprises. The new Bank loan will enable the PDCP to meet the foreign exchange requirements of its clients for about two years.

New departure in Tunisia

Another evidence of World Bank activity in promoting economic diversity is a new departure in building Tunisian tourism by the International Finance Corp. The IFC has organized a specialized development company to promote and finance a wide range of tourism projects on a national basis in Tunisia.

European, Middle Eastern and U.S. companies joined private Tunisian investors as shareholders in the $39 million project.

It is expected to have considerable and quick impact in Tunisia, where the number of travelers has risen by 140% in the last five years and tourist spending has become the nation's top foreign exchange earner, at approximately $40 million annually. Tourism provides 10,000 jobs in Tunisia at present and can create an estimated 15,000 additional jobs over the next four years—plus substantial new foreign exchange earnings—on condition that Tunisia's highly promising possibilities as a vacation area are nationally developed.

Aid to Turkey

IFC is also helping Turkey's leading producer of nylon yarn to double its spinning capacity. The new project will increase the nylon yarn spinning facilities of Sentetik Iplik Fabrikalari A. S. (Sifas) from 3,675 to 7,875 metric tons a year, and will raise Sifa's ability to produce its raw material, nylon chips, from 5,180 to 9,380 metric tons a year.

The company produces high quality products that are expected to be competitive in the international market. It instituted an export program last year and plans to expand its activities in this field, thereby contributing to Turkey's ability to earn foreign exchange.

In 1966 IFC, the World Bank affiliate that invests in private enterprise, took part in financing a $5.9 million project to double Sifas' spinning capacity and construct its first polymerization plant for production of nylon chips.

To help repeat the doubling of its spinning ability and provide a new 80% increase in polymerization capacity, IFC will supply to Sifas more than $1.9 million of the finance for an expansion program which will cost the equivalent of $6.5 million.

U.S. exports to E. Europe near $217 million; imports, $199 million

Trade level continued irregular uptrend during '68; still amounts only to .6% of overall U.S. commerce

U.S. trade with Eastern Europe in 1968 continued its irregular upward trend to total $415.5 million, an increase of $43 million from the 1967 level.

In its 87th Quarterly Report on Export Control, the Department of Commerce showed U.S. exports of $216.8 million to Eastern Europe in 1968. This topped the $198.7 million in imports from the area to make a U.S. trade surplus of slightly more than $18 million.

The report summarizes trade with Eastern Europe since 1961, when two-way volume was $214.6 million, or about half that of 1968. Since 1961, totals have trended upward, while fluctuating from a $204.3 million low in 1962 to a $438.4 million high in 1964.

In 1967, U.S. exports to Eastern Europe were $195.3 million and imports were $177.2 million. U.S. trade with Eastern Europe in 1967 and 1968 accounted for about 0.6% of total U.S. world trade.

The report lists export license approvals of $36.5 million for Eastern Europe in first quarter of 1969, compared with $42.4 million in fourth quarter of 1968 and $37.2 million in first quarter of 1968. Primary destinations for exports licensed in first quarter of 1969 were the USSR, East Germany, Czechoslovakia, and Romania.

Chief exports

The principal U.S. exports to Eastern Europe in 1968 were (in millions): unmilled corn, $38.1; raw cotton, $18.1; soybean oilcake and meal, $15.8; hides and skins, $10.7; grain sorghums, $8.7; dairy products, $7.2; soybeans, $6; other agricultural commodities, $18.9; woodpulp, $13.9; aluminum oxide, $12; chemicals, $9.8; and metalworking machinery, $6.8. Agricultural exports to Eastern Europe accounted for $123.5 million, or more than half of all U.S. exports to the area.

Principal imports from Eastern Europe were (in millions): canned hams and pork, $40.2; platinum group metals, $24.9; other nonferrous metals, $10.6; iron and steel products, $14.1; diamonds, $10.3; undressed furskins, $9.2; chrome ore, $7.4; glass and glassware, $8.1; woven textile fabrics, $5.7; and footwear, $5.2.

Trade increased in 1968 with Poland, the largest U.S. customer and supplier in the Eastern European region. U.S. exports to Poland were $82.4 million, compared to $60.8 million in 1967. Imports were $96.9 million, compared to $91 million in 1967. Principal exports to Poland were agricultural. Principal imports were canned meats and iron and steel products.

Two-way trade with the USSR in 1968, totalling $115.8 million, was nearly in balance. U.S. exports totalled $57.5, a drop from the 1967 total of $60.3, and imports rose to $58.3 million from the 1967 figure of $41 million. The major exports were aluminum oxide, nonelectric machinery, and woodpulp. Major imports were platinum group metals, diamonds, and chrome ore.

U.S. trade with other East European countries in 1968 was (in millions): Czechoslovakia—exports $14.3, imports $23.8; East Germany—exports $29.2, imports $5.9; Romania—exports $18.2, imports $5.8; Hungary—exports $11.2, imports $3.8; Bulgaria—exports $4, imports $3.7.

Among the commodities licensed for export to Eastern Europe in the first quarter of 1969 were (in millions): chemicals and chemical products, $10.9; industrial machinery, $6.8; corn, $3.3; electronic computers and data processing machines, $1.4; electronic instruments and components, $1.1; and other scientific and industrial instruments, $1.3.

The Commerce Department also approved 35 licenses during the first quarter of 1969 for exporting unpublished, unclassified technical data to Eastern Europe. Most of the technical data approved relate to petroleum refining, chemical, petrochemical, metalworking, and automotive processes and components.

The 87th Quarterly Report on Export Control is for sale at 40 cents a copy by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from any of the 42 Commerce Field Offices.

Loans to Israel, Brazil, Air Afrique will finance exports of U.S. aircraft

Eximbank has now aided jet sales to nine countries so far this year; Boeing, McDonnell Douglas, Morgan bank participate in financing

Three recent Eximbank loans will finance the sale of $45.7 million worth of U.S. jet aircraft on three continents. The loans went to Israel, Brazil and West Africa, bringing the total of Eximbank's aircraft loans for the year to nine.

A $22.6 million credit to El Al Israel Airlines will help finance the purchase of a Boeing 707 and a Boeing 747 aircraft. The purchase price of the contract, including spare engines and related parts and services, is $35.9 million.

El Al will make a cash payment of $10.8 million and The Boeing Co. will finance 10% of the balance, or $2.5 million. Repayment of the credit, which is to be guaranteed by the State of Israel, is to be in 14 semiannual installments, with interest on outstanding balances at the annual rate of 6%.

The new credit is Eximbank's seventh in favor of El Al. All of the Israeli airlines' jet aircraft have been financed with Eximbank assistance, which now aggregates some $73 million.

Eximbank combined with the Morgan Guaranty Trust Co. and Boeing in signing an $18 million credit agreement that will help pay for the sale of five Boeing 737's to one of Brazil's largest airlines. The airline, Viacao Aerea Sao Paulo (VASP), has already made a cash payment of $4.7 million on these aircraft, which are scheduled for delivery in July and August.

Half of the U.S. credit package to VASP is being provided by Eximbank and Boeing, and half by the Morgan Guaranty Trust Co. All financing is to be repaid in 14 semiannual installments beginning in December. Eximbank's loan of $8.4 million bears an interest rate of 6% per annum. All financing is to be guaranteed by the Government of Brazil.

Another Eximbank loan for $5.1 million to Air Afrique, the international flag carrier of twelve west African countries, will help finance the purchase in the United States of one DC-8 jet aircraft with spare parts and related services from the McDonnell Douglas Corp.

This will be the fifth DC-8 to be purchased by Air Afrique. The aircraft will be a convertible cargo-passenger model. Delivery is to be made in June 1970.

Total cost of the aircraft and related equipment is some $14.4 million. Air Afrique will make a cash payment of $3 million and the supplier and a U.S. commercial bank will also participate in the financing. The Government of the Ivory Coast will guarantee repayment of these credits.

Organized in 1961, the airline serves major routes from Africa to Europe which are pooled with the French airlines Air France and Union de Transportes Airens. In addition, the airline serves Africa interstate traffic, Africa-New York routes and charter trips which include Mecca.

Countries receiving earlier Eximbank credits to purchase U.S. aircraft were Italy, Morocco, Portugal, Spain, Taiwan, and Turkey.

French firm loses U.S. export rights

The French firm, Procida (Produits Chimiques Industriels et Agricoles S.A.), manufacturer of agricultural chemicals with offices in the Puteaux, a suburb of Paris, and factories in Marseilles and Beaucaire, has been denied U.S. export privileges for five months and placed on probation for the balance of three years for violating U.S. export control regulations.

According to the U.S. Commerce Department's Bureau of International Commerce (BIC), Procida early in 1967 obtained from an agency of the Cuban government an order for 300 tons of an insecticide containing primarily chlordane. To formulate this product Procida ordered 190 tons of chlordane from a U.S. supplier.

Before any of the material was shipped to Procida one of its employees knowingly misinformed the U.S. supplier that the finished product was for use in France and West Africa. The invoices for the material from the U.S. supplier to Procida carried notices prohibiting its distribution to certain destinations, including Cuba. The company mixed the chlordane with other ingredients to formulate the insecticide which it shipped to Cuba.

BIC found that it was not company policy to ship U.S. goods to Cuba in violation of the U.S. restriction and that this was an isolated instance carried out by responsible employees without the knowledge of high-level officials of the company.

The U.S. export regulations provide that without authorization from the Department of Commerce, no party may trade in commodities or technical data exported from the United States with a party he knows has been restricted from dealing in U.S. exports.

Congo drops import license requirement for most goods

The complexities of exporting to the Congo (Kinshasa) have been considerably reduced since the June 6 issuance of National Bank of the Congo Circular #124. For most goods this Circular terminates the requirement that Congolese importers obtain a valid import license, based on *pro-forma* invoices, prior to placing orders abroad.

Commodities which still require prior licensing include all jewelry, precious stones, precious metals, and orders valued in excess of 10,000 Zaires ($20,000) for certain classifications of machinery and vehicles.

For all other imports the National Bank will now automatically guarantee foreign exchange, provided the importer files a Declaration of Imports following the actual placing of the order.

For additional information concerning import regulations in the Congo and other African countries, **write** to the Africa Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Sweden ups discount rate for second time this year

Effective July 11, the Central Bank of Sweden (Riksbank) raised the official discount rate from 6 to 7%, a record high. The previous rate increase this year took place on Feb. 28 when the rate was increased from 5 to 6%.

A recent sharp decline in the net foreign exchange holdings of the Central Bank appears to be an important factor in the current increase in the discount rate. Between June 6 and July 7 the net foreign exchange reserves of the Central Bank dropped 221 million crowns ($42.6 million) to a level of 1,106 million crowns ($213 million).

The gold holdings of the Central Bank have remained relatively constant at 1,165 million crowns ($225 million).

Fall Frankfurt Trade Center exhibition will feature plastics equipment, materials

Germany ranks third in plastics production, first in consumption; U.S. firms in this field named 35 agents at two prior Commerce shows

Plastics equipment, instrumentation and materials will be featured in an exhibition at the Frankfurt Trade Center Nov. 10-14.

Staged by the Department of Commerce's Bureau of International Commerce, the show will help U.S. firms increase their share of a rapidly expanding German plastics market.

Germany leads the world in per capita consumption, imports and exports of plastics and ranks third in plastic production behind the U.S. and Japan. Annual German production now exceeds 3 million tons, and is expected to increase about 11% yearly through the 1970's.

U.S. leadership in developing new plastics raw materials, production techniques and machinery is recognized in Germany, and there is considerable interest in new U.S. equipment.

In 1967, the U.S. accounted for $28 million, or 15.4%, of German imports of plastic raw materials. During the same year, Germany purchased $5.8 million in U.S. machinery used in plastics production. This represented 19.4% of the German import market.

Previous shows staged by Commerce Department's Commercial Exhibition specialists for the U.S. plastics equipment industry, at Taipei, Taiwan, in October 1967 and at the Stockholm U.S. Trade Center in March 1968, led to the appointment of a total of 35 overseas agents for participating firms.

Commerce research indicates that the following materials and equipment are among those with good sales potential in Germany:

► Raw materials—new polysulphones; polybenyimidazoles; new polyimides; new arylbutadienstyrroles; fluorinated oils; self-extinguishing cycolacs; stabilizers and UV absorbers.

► Measuring and Control Equipment—infra-red thermometers for continuous temperature measurements; temperature warning devices for extruders; high-speed thickness measuring instruments; speed controls of extruders; transducers and measuring devices for melt pressure; measuring devices for average melt pressure; thermo-switch controls; measuring devices for barrel temperatures; concentricity meters for electrical conductors in insulating sheathing; web control and alignment systems and web tension controls.

► Ultrasonic welding equipment—all kinds, since this is a new field in Germany.

► Surface treatment equipment—plastic spraying equipment; equipment for spraying glass fiber and resin; thermoplastic three-coat woodgrain spraying systems; "rocker" dry-printing systems for stamping large areas; printing equipment for various-shaped bodies; heat transfer decorators; and electroform masks and automatic spray equipment.

► Testing and laboratory instruments—color mixture computers; color matching equipment; and surface reflectance measuring instruments.

The Trade Center show will be preceded by a market-development campaign aimed at producing a maximum turnout of key German buyers and industry representatives.

A Commerce-sponsored "Plastics USA" exhibition at the Frankfurt Trade Center in May 1966 brought 26 participating American companies $2.2 million in first-year sales. This March, 34 U.S. companies participating under Commerce Department auspices at Europlastica, in Brussels, and reported $227,000 in off-the-floor sales and predicted another $1.8 million in follow-up, first-year orders.

U.S. manufacturers of equipment and materials for the plastics industry who are interested in the Commerce Department exhibition at Frankfurt may obtain further information from the U.S. Department of Commerce, BIC-938, Washington, D.C. 20230, Area Code 202, 967-2425, or from any of the Department's Field Offices.

Bangkok show is cancelled

A paper and allied industries exhibition planned for the Bangkok U.S. Trade Center for Sept. 16-19 has been cancelled.

Electrical apparatus show takes 10 new firms to Thai market

Exhibiting such items as connectors, hand tools, switches and light fixtures, U.S. firms took part in a first Electrical Equipment, Apparatus and Supplies Exhibition in Bangkok, Thailand.

With 17 exhibitors representing 21 manufacturers, the April 28-May 2 show opened with eight seeking foreign representation. Four agents were signed during the show and four were under review at its close.

Ten of the 21 participating manufacturers were entering the Thai market for the first time; three of the firms were new to exporting.

Although floor sales were modest—$22,000—and follow-on orders are estimated at $587,000, participants rated the U.S. Trade Center exhibition as outstanding.

In addition to their low unit-value, the display devices are largely used by government agencies which do not purchase equipment on-the-spot, but through competitive bids.

Sales results

Projecting $200,000 in future sales, I-T-E Imperial Corp. of Philadelphia, displaying circuit breakers, motor controls and safety switches and fuses, was the top firm in the sales column.

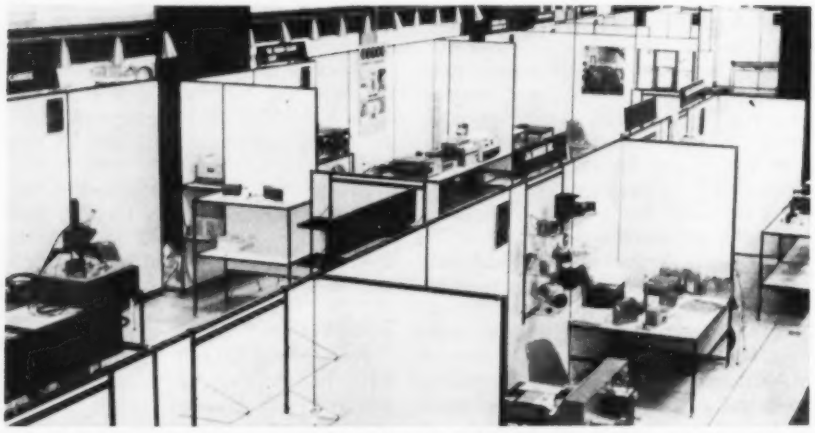
Following I-T-E was Williams and Lane Inc., Berkeley, Calif. Floor sales totaled $10,000 and future sales are estimated at $125,000. Power distribution panels and trailer and skid mounted gear sets composed their exhibit.

Crouse Hinds Co., International Division, Syracuse, N.Y., and the Phelps Dodge Corp., New York, both project sales over the next 12 months at $50,000.

Thailand is now in the midst of an electrification program to make electrical power available throughout the country. The emergence of electrical contracting as a separate industry is recent due to the expanding Thai prosperity and construction boom.

Supplied almost entirely by imports, the Thai electrical equipment and apparatus market was reflected in the show's attendance of 157 registered trade visitors.

LASER SYSTEMS displayed by Union Carbide Corp. of New York, upper left, are the topic of discussion between a company representative and prospective client. Reviewing statistics on Spectra-Physics Inc. equipment, upper right, are two interested buyers. Over 680 visitors registered at the exhibition.



OVERALL LINEUP of the display area for the first Nordic optical and photographic systems show is pictured above. Demonstrating a laser kit for instructional purposes in class-room situations is a Swedish official of Electro Optics Associates. Three agents were appointed, and seven others considered, at the show.

Stockholm Center has electro-optical, photo goods show

Participating in the first Electro-Optical and Photographic Equipment Exhibition staged by the U.S. Department of Commerce in Scandinavia, 23 U.S. manufacturers are anticipating $911,000 in follow-on orders over the next 12 months, and have signed three agents.

Exhibiting in the Stockholm U.S. Trade Center Show May 19-23, the firms displayed a variety of lasers, photographic equipment, lenses and lense materials.

Seven of the exhibitors were seeking Nordic representation during the show; three completed agreements by the show's end, and seven were under consideration.

Because the product range was varied and the field of electro-optics and other areas covered by new equipment such as lasers is just coming of age in Scandinavia, the show's immediate sales results, a modest $41,510, are considered good.

The newness of most of the products to the Scandinavian market prompted several technical workshops at the Trade Center during the exhibition. Attracting the most attention were the discussions on lasers and laser systems. Detailed workshop titles were published prior to the show, so businessmen could determine which meetings to visit, and this aided attendance.

Of the four Nordic nations, Sweden is the largest importer of the types of devices exhibited; however, many of the 687 registered trade visitors were non-Swedish, including four Soviet representatives.

One of the sales leaders at the show was Felsenthal Instruments Co. of Chicago, which displayed models of field and personal type photo interpreter kits plus hand held aviation flight instruments. Establishing contacts with Scandinavian defense officials, Felsenthal predicts $150,000 in sales this year from the show.

Exposure to new business prospects was the aim of Perkin-Elmer Corp., Norwalk, Conn., which exhibited lasers and spectrophotometers. Fulfilling their primary marketing objectives, they sold $10,000 in equipment from the floor and are projecting $45,000 in additional sales over the next year.

Projections of $50,000 each in 1969 sales were made by Broomer Research Corp., Plainview, Long Island, and Hewlett-Packard, Palo Alto, Calif.

Medical show draws doctors, specialists at German meeting

The first off-site show staged by the U.S. Trade Center in Frankfurt was held simultaneously with the First Diagnostic Week in Karlsruhe, Germany, attracting 3,836 doctors and laboratory specialists. Exhibitors reported almost $2 million in projected 12-month sales and 25 agency negotiations under way.

Forty-two U.S. firms participated in the June 6-10 show timed to attract visitors from the medical congress, many of whom were from surrounding European nations. Floor sales for the products totaled $262,-076.

Most of the exhibited equipment was new to the European market. The president of the German medical association commented, for example, that he had never seen much of the equipment before.

Ten exhibitors were seeking overseas agents when the exhibition opened; one agreement was concluded prior to the show's close and another firm was entering licensing negotiations with a German firm. At the end of the exhibition, 25 other agency/distributorships were under consideration.

Visitors to the Trade Center show attended between and after sessions of the medical congress. The largest percentage of doctors in attendance were general practitioners in private practice.

Forecasting $175,000 in sales for the coming year, Scientific Research Instruments Corp. of Baltimore, making its first export promotion effort with the Karlsruhe show, also wrote $40,000 in floor orders. The firm was exhibiting a medical mass spectrometer for the first time in Europe.

Pulsed X-ray systems for nurseries brought $55,000 in immediate orders for Field Emission Corp., McMinnville, Ore., which sold 11 units. An additional $100,-000 in sales is anticipated over the coming year resulting from show contacts.

Negotiating with four potential European agents, Parke, Davis and Co., Detroit, reports estimates of $25,000 in follow-on orders and $5,000 in floor orders. Firm officials believe the projection is conservative as it will take another nine months for their display products to reach the German market.

The medical equipment show marked the entrance of ten firms into the German market and of three firms into exporting.

FREEZE DRYERS AND HOMOGENIZERS attract the attention of a visitor, above, to the Virtis Co., Inc., Gardiner, N.Y., booth. Below left, a client and representative of Picker International Corp., White Plains, N.Y., discuss a medtronic desk top display. The show attracted 3,836 visitors.

NUCLEAR MEDICAL INSTRUMENTS displayed by Nuclear Chicago, Des Plaines, Ill., above right, brought comments from a German doctor. X-ray systems shown by Field Emission added $55,000 to the floor sales total. The final tally hit $262,076 for immediate sales and almost $2 million for anticipated orders.

EXHIBITION BRIEFS *WORLDWIDE*

IBEROAMERICAN SAMPLES FAIR, Seville, Spain, Apr. 15-30. Limited to Spain, the Philippines and Western Hemisphere countries, the fair drew 2,011 exhibitors including 26 U.S. firms. Registered tradesmen comprised over 12% of the 558,691 visitors. Industrial, plastics, farm and construction machinery appear good export items for U.S. manufacturers. This 12th annual event coincided with the Iberoamerican and Philippine Trade Assembly. Next fair, Apr. 15-30, 1970.

FIRST INTERNATIONAL COMMERCIAL MOTOR VEHICLE SHOW, Turin, Italy, Apr. 12-20. Eleven U.S. exhibitors were among 322 participants in this exhibition which featured displays of busses, trucks, trailers, special commercial vehicles, tires and wheels. In addition to the fair, there were several conferences and related meetings. Eight countries participated in the show. Next show, April 1971.

THIRD INTERNATIONAL AND TECHNICAL FARM MACHINERY FAIR, Zaragoza, Spain, Apr. 9-18. Over 210,400 visitors viewed displays of 501 participating firms from 18 nations. Total sales of $5 million were reported, a slight increase from the previous show. The number of U.S. participations is not available, but non-Spanish exhibitors totalled 171. Next fair, April, 1970.

INTERNATIONAL AUTOMOBILE SALON, Barcelona, Spain, Apr. 20-30. Occurring in conjunction with the Fourth Industry Symposium: Annual Assembly of Spanish Motorcycle Manufacturers, the exhibition attracted 1,100 participating firms from 15 nations, including 63 from the U.S. Over 400,000 persons attended the show. Highly salable items included postage stamps related to autos, as well as auto accessories. Next show, Apr. 20-30, 1970.

ZAGREB INTERNATIONAL SPRING FAIR, Zagreb, Yugoslavia, Apr. 19-27. Composed of several exhibitions, conventions, and symposiums, the fair included displays from transportation and trade to fashion and automation equipment. Of the 1,560 exhibitors from 25 nations, 21 were U.S. companies. U.S. exporters of tourist and catering equipment, construction and quality control equipment and medical technology products may find a good reception in the Yugoslav market area. Next fair, Apr. 18-26, 1970.

Milan will host microelectronics show; production equipment in heavy demand

Electronic and computer equipment for use by Italian microelectronics industry will be featured at Trade Center exhibition in November

The microelectronics field is opening wider for U.S. manufacturers of electronic and computer equipment in Italy as increased applications of this equipment offers greater sales opportunities.

To take advantage of this growing market, the U.S. Trade Center in Milan will host an exhibition of microelectronic circuits, components, production and test equipment Nov. 18-22.

Staged by the Department of Commerce's Bureau of International Commerce, the exhibition will have space for approximately 30 U.S. firms.

U.S. electronic and computer equipment makers, participating in Commerce's Commercial Exhibitions in eight countries since December 1966, have appointed a total of 64 overseas agents during or after the shows.

Computer sales in Italy came to $158 million in 1968, and are expected to approach $200 million this year. Italian military and aerospace programs are providing added demand for microelectronic parts and production equipment.

Also, Italian technicians are working on projects involving the use of microcircuits in washing machines, radio and TV sets, laboratory equipment, industrial controls, and industrial production-line equipment.

All these applications are expected to make the microelectronic industry one of the fastest growing sectors of the Italian economy.

Best sales prospects for microelectronic parts in Italy, according to market research, include: semi-conductor circuits; microcircuits; monolithic circuits; transistors; silicon diodes; parts and components for diodes, transistors and semiconductor devices; silicon controlled rectifiers; printed circuits and laminates; pontentiometers; capacitors, and resistors; connectors, delay lines, terminals and filters; and transformers, oscillators and transducers.

No Italian firms are reportedly making production equipment for microelectronic parts, microcircuit testers and instruments, or components and equipment for thin and thick film circuits, so all equipment in these three categories is in heavy demand. Particular interest has been expressed in encapsulation equipment.

Previous Commerce Department exhibitions of similar equipment overseas have found lively European markets. A May 1967 exhibition of microminiature electronic circuits and components at the U.S. Trade Center in Frankfurt brought 41 participating American firms. Forty-nine U.S. exhibitors of advanced electronics components displayed products at the Stockholm Trade Center in November of 1967.

Further information is available from the U.S. Department of Commerce BIC-944, Washington, D.C. 20230. Area Code 202, 967-4508, or from any of the Department's Field Offices.

Guatemala City will host samples fair in November

Central American, Caribbean and local U.S. manufacturers are eligible to participate in the Fourth Central American Industrial Samples Fair, Nov. 1-6, in Guatemala City.

U.S. exporters are also eligible to display agricultural and industrial machinery not produced in Central America.

The fair will utilize six permanent exhibition halls and 20,000 square meters of outside space.

For further information on the samples fair, **write:** Comite Permanente de Exposiciones, Parque Centroamerica, 6a. Calle 4-00, Zona 9, Guatemala City, Guatemala, C.A.

Exhibition of electronic, business machines planned

Dealers and manufacturers of electronic and business machines are invited to participate in the Second International Electronic and Business Machine Exhibition in Seoul, Korea, Sept. 17-23.

The Korea Productivity Center supported by the Korean government, is sponsoring the show. The following equipment categories are eligible: all forms of office equipment from duplicators to typewriters; data processing equipment; electronic equipment including communications and broadcasting equipment; and measuring and quality control devices.

Write: The Korea Productivity Center, 10, 2-ka, Pil-dong, Chung-ku, Seoul, Korea.

ANIMATED BUSINESS DISCUSSION continues between a representative of Gelman Instrument Co., Ann Arbor, Mich., and local trade visitors. Getting a better view of a device exhibited by Cahn Div., Ventron Instruments Corp., Beverly, Mass., below right, is a Japanese business man. Such meetings as this helped floor sales to reach a new Tokyo Center record of $712,068, best in the Center's six-year history.

LOOKING OVER PROMOTIONAL MATERIALS by Barnes Engineering Co. of Stamford, Conn., a Japanese representative discusses possible applications of new Barnes equipment for his firm. Pictured below, an official of a U.S. firm and a Japanese businessman discuss products in the Trade Center's Lounge.

Scientific equipment show makes sales record in Tokyo

Thirty-seven U.S. manufacturers of advanced analytical and laboratory equipment compiled a record $712,068 in immediate sales at a recent Tokyo U.S. Trade Center exhibition. The total is the highest ever for floor sales at the six-year-old Center.

Further sales of this sophisticated scientific equipment will reach $4.1 million during the next year, the exhibitors said.

Gas chromatographers proved the most salable items displayed as 60% of the exhibiting firms amassed most of the sales during the May 12-17 show.

Although only nine exhibitors were new to the Tokyo market, 28 were using the Trade Center show to introduce new equipment to the Japanese market. With three firms seeking agents, one was signed during the exhibition and 11 were under consideration at its close.

Final sales tallies indicate that 24 exhibitors achieved direct or expected sales estimates of $50,000 or more.

Perkin-Elmer Corp., Norwalk, Conn., exhibiting gas chromatographs and elemental analyzers, was one of the sales leaders with projections for the coming year of $400,000. Immediate orders tallied $150,000 during the show.

Entering the Japanese market for the first time and introducing new equipment as well, Varian Associates of Palo Alto, Calif., sold $8,000 in equipment from the floor and estimated $270,000 in follow-on orders for the coming year. Varian was displaying spectrophotometers, spectrometers and liquid chromotographs.

Laser equipment exhibited by Spectra Physics, Inc., Mountain View, Calif., was responsible for $20,000 in immediate sales. A total of $200,000 in equipment sales over the next year is projected from the contacts Spectra made during the show. A Spectra representative commented, "Our products (lasers) were a little off from the main theme of the show, however, the exposure helped us find several new applications for our laser equipment."

Other firms passing the $200,000 mark included Digital Equipment Corp., International, Maynard, Mass.; Hewlett-Packard Co., Palo Alto; Instrumentation Laboratory, Inc., Lexington, Mass.; and Laboratory Equipment, Inc., St. Joseph, Mich.

Ivorians want investors

Stable and prosperous African nation lets private business play big role

Judging from the present rate of industrial expansion and mounting interest shown in Ivory Coast by foreign investors, private foreign investment is likely to continue at a high level in the next few years. A need for $850 million in such investment is forecast for 1970-75, according to the semi-annual Economic Trends Report from the U.S. Embassy in Abidjan.

Ivorian-U.S. relations are close and friendly, and Ivory Coast is Western-oriented. It is moderate politically, and its economy is based on free enterprise within a framework of gentle and judicious central development planning.

U.S. efforts to close the trade deficit with Ivory Coast suffered a setback in 1968, when the deficit nearly doubled to a record total of $43.3 million. U.S. imports from Ivory Coast rose by 43%. This more than offset improved export performance reflected in the 16% rise in U.S. sales. Long-awaited tariff reductions that were finally forthcoming in June 1968 were disappointingly meager—limited to air conditioners, passenger cars, buses, certain categories of trucks and tractors—and exports of these items did not rise significantly in 1968.

The trade deficit is likely to narrow in 1969, however, with less coffee available for export and U.S. exports receiving a short-term boost from initial procurement under the Buy American provision of the $36.5 million Eximbank loan for the Bandama project. More tractors and earthmoving equipment may also be purchased in the U.S. under the Ivorian Government's program for mechanized agriculture.

U.S. slips to third

The United States has slipped to third place among Ivory Coast suppliers, behind France and West Germany. U.S. exporters are handicapped by preferences favoring EEC competition. The preference is, fortunately, limited only to the tariff; imports from all origins, including EEC, are subject to other import charges that cumulatively can be much higher than the tariff itself.

Competition is keen, however. French economic presence is well entrenched. France's EEC partners are stepping up their sales promotion in an effort to capture more of the Ivorian market. Japanese goods also now enter Ivory Coast at the same tariff level as U.S. goods, through recent Ivorian legislation. Tied procurement under French and EEC aid also excludes U.S. suppliers.

Boosting U.S. exports to Ivory Coast will require more active prospecting of the market, more dynamic and imaginative salesmanship, and more careful adaptation of American marketing methods to the needs of the French-speaking market. Correspondence in French is a must. More generous credit terms, such as those often offered by European suppliers would also help.

Wants U.S. investment

An Ivorian industrial promotion office is soon to be opened in New York. Ivorian authorities make no secret of eagerness to have more American private investment. Construction of Union Carbide's new plant—the first 100% U.S.-controlled investment in Ivory Coast—is expected to begin soon. Klein Chocolate Co. plans to erect a new cocoa butter plant. Other possible investments are under discussion.

The Ivorian Government recently invited queries from American investors for manufacture of plastic pipe and tubing, plumbing fixtures and small valves, electric cable, and lime. Ivorian interest in developing a wood pulp industry in the Southwest warrants exploring by American investors and equipment manufacturers.

In short, the door is open to any sound investment proposal, especially to those contributing specifically to Development Plan objectives. A few words of general advice, however: detailed initial proposals for investments, including financing, will win a much more attentive hearing than the casual, exploratory suggestion and will have better chances of beating out competition. American emphasis on training local employees and cadres to run overseas business operations will also be very much in line with the Government's interest in promoting Africanization of the private as well as the public sector.

New foreign investment meeting criteria for priority status is entitled to special tax benefits and other advantages. While priority status may not in theory confer monopoly advantages, in practice it is not easily obtainable by a second investor in a given sector. Higher operating costs may therefore make the second investment noncompetitive. It is also likely that the Government will be more restrictive in conferring priority status—and thus losing tax revenue—as development priorities are progressively satisfied by new investment. A double taxation treaty is currently under negotiation between the United States and Ivory Coast.

Several American banks—Banker's Trust, First National City Bank, Morgan Guaranty, and Bank of America—are shareholders in the commercial banks in Abidjan. Chase International Investment Corp. and Lazard Freres New York are shareholders in BIDI (Ivorian Industrial Development Bank). Bank of America has a resident representative.

Two regional development projects now under way will bring radical change

Regional distributor

Though small by U.S. standards, the Ivorian market is growing fast and demand for American products and technology will grow with it. Traders and investors would do well to keep in mind the much larger and richer market comprising some fifteen French-speaking countries of tropical Africa, of which Abidjan is one of the more dynamic business centers.

The port of Abidjan is an important transit center (one third of all import traffic) for Upper Volta, Niger and Mali, and Ivorian industry hopes further to expand its sales to these and other countries with which Ivory Coast is grouped in the West African Customs Union. Closer economic cooperation with the neighboring English-speaking countries of Ghana and Liberia is also now being actively encouraged.

to Ivory Coast's hinterland in a few years. In the center of the country work has started on the $95 million Bandama Hydroelectric Project. Part of the 90,000 persons to be displaced by the Bandama project will be resettled in the Southwest region, a new area that is being developed around the $30 million port of San Pedro now under construction. Tropical timber will be the main export from San Pedro at the outset, but cocoa, oil palm, and natural rubber are the principal new crops to be cultivated in the region. A wood pulp industry is also envisaged for the area.

U.S. firm is interested

The Ivorian economy and particularly the southwest region will get a further boost if the U.S. firm of Pickands Mather decides to go ahead with developing an iron ore deposit in western Ivory Coast. Drilling and other surveys are now under way. Total investment of up to $200 million may be involved, with plans calling for concentrated ore to be shipped to a pelleting plant on the southwest coast and then exported. Pickands Mather has four years to make up its mind whether to go ahead with the investment.

Another area of the economy could open up following announcement in May that a consortium grouping Esso, Shell and the French group ERAP has been given priority in negotiations for an offshore oil concession. Talks continue and are expected to culminate prior to publication of the Ivory Coast Petroleum Code. Prospecting was carried out several years ago by a French group but proved fruitless.

The Bandama and San Pedro projects alone account for one third of the $110 million Investment budget for 1969 and for most of the 36% increase over 1968. The line was held on other public investment but, the Government announced, 92% of the goal of $410 million in public investment for economic development in the period 1967-70 has nevertheless been fulfilled. Another $60 million in public investment is programmed, contingent on financing being found.

Ivory Coast's balance of payments may slip back into deficit briefly, depending on how much the trade surplus narrows this year. The trade and payments situation should brighten even more in the early seventies when heavy investment in oil palm begins to pay off in exports of palm oil and palm kernels.

The big IF for the economy is the evolution of world prices and markets for fats and oils. Whether the present weakening of Robusta coffee prices will be reversed and how long cocoa prices will remain high will also influence the level of revenues and the ease with which public investment priorities can be met.

The burden on public finances stemming from the simultaneous financing of the Bandama and San Pedro projects without harmful cutback in other development priorities bears watching. The public debt rose sharply in 1968, due mainly to the $10 million Eurodollar issue floated by Ivory Coast and also to borrowing on the French market. Because of the favorable foreign trade showing, however, the external debt service ratio actually declined.

Present projections suggest that the debt burden should be handled comfortably even in the mid-seventies when debt servicing is at its peak. However, this assumes that the Government will be especially selective and exercise due restraint in its foreign borrowing over the next several years. An important unknown remains the future level of foreign aid received.

Based on past performance and the present-day situation, the longer-term prospects of the Ivorian economy continue to look excellent, subject of course to all the usual caveats that must accompany any such prognosis and making allowance for problems of adjustment that will inevitably arise. In the new 1971-75 Development Plan now under discussion, the Government estimates that the annual growth rate will continue at about 8% (constant prices) until the mid-seventies, when it will slow down to about 6%. The growth rate from 1967 to 1968 was a whopping 16% at current prices. Per capita income of nearly $200 remains one of the highest in tropical Africa.

Nowhere is the present Ivorian economic boom better mirrored than in the fast-changing face of the capital city, Abidjan. A new ultra-modern airport terminal was inaugurated in May; a half-dozen new factories, soon to be joined by Union Carbide's dry-cell battery plant, are taking shape along what may soon become an Industrial Row on reclaimed land near Abidjan's oil refinery; construction cranes tower over the center of the city as new high-rise office and apartment buildings continue to go up at a fast pace.

Nearly-completed and already partly occupied is the 30-story addition to the luxurious, Intercontinental-operated Hotel Ivoire, tropical Africa's largest hotel (459 rooms). Within the Hotel Ivoire complex new restaurants, conference facilities, a gambling casino and a marina are being readied. Work has even started on an ice skating rink . . . and an Ivorian ice hockey team may be entered in the 1972 Olympics!

Abidjan's rapid growth is expected to continue; population is forecast at one million by 1980 and city planners have just unveiled designs for the city's expansion into the 1980's.

Despite emphasis placed since independence on agricultural diversification and recent rapid strides in industrialization, the Ivorian economy remains especially sensitive to fluctuations in the coffee crop. Mainly because of this year's mediocre crop, local merchants are already feeling the pinch and do not expect this to be one of their best years. Oil companies directly attribute a decline in domestic sales of petroleum products in the first months of 1969 to the poor coffee crop.

Higher world prices for cocoa have not had an offsetting effect on the local economy; the guaranteed price to the grower has not been raised, and benefit from increased export earnings has accrued to the Government's price support fund for building up its reserves and for funneling part of the earnings into the financing of public investment.

Business conditions may pick up in the second half of the year, depending on

Solidly-based prosperity

Prosperity of Abidjan and the Ivorian economy as a whole rested on solid bases last year when foreign trade reached a record high. Exports rose by 30% and imports by only 20%; the trade surplus was nearly $110 million. For the first time, trade with France was nearly in balance, and France's relative importance as an Ivorian supplier continued to decline. Coffee exports from the bumper 1967-68 crop contributed heavily to the 1968 export performance, and high prices for cocoa also boosted export earnings. The 1968 export showing swung the Ivorian balance of payments back into a surplus position after a short-lived deficit.

The foreign trade outlook is less promising for 1969. Coffee exports will be down—1968-69 production is only a disappointing 200,000 tons. However, this year's total cocoa crop of about 135-145,000 tons will be only slightly below last year's. If present high prices on the world market continue, cocoa earnings could help offset the loss from coffee.

the outlook for the 1969-70 coffee and cocoa crops and on whether there is an increase in the price paid to cocoa growers. The bustle of new industrial activity and new job openings does cushion the economy somewhat, however, probably making it less sensitive to such fluctuations in local sales levels than is the case in less diversified one-crop economies in some of the nearby countries.

Local merchants also claim to be feeling the pinch from continuation of a retail price freeze dating from December 1967. Higher prices for many products imported from France and elsewhere have had to be absorbed in profit margins. The price freeze notwithstanding, retail price indices continued to edge up in 1968. Abidjan remains a very expensive city.

Agricultural diversification and development of the interior continue to be high on the list of Ivorian development priorities. A $17 million loan has just been obtained from the World Bank to finance additional plantings of oil palm, 83,000 hectares of which will be under cultivation by 1971 with 178,000 hectares forecast by 1980. Palm oil production—17,500 tons in 1965—is expected to total 45,000 tons by 1970 and 172,000 tons by 1975. Two processing mills in the interior are already in operation; six more are planned.

New rice mills and cotton ginning facilities have recently been inaugurated in the north to keep pace with rapidly expanding production. Ivory Coast expects to be self-sufficient in rice by 1970 or shortly thereafter. A new textile mill has opened at Bouake for weaving synthetic fabrics from imported raw materials.

Hotel facilities have been expanded in the interior, and the network of paved roads is being lengthened; the Government is intensifying efforts to develop tourism. Holding national independence celebrations in a different town in the interior each year is a boon to local—and national—efforts to give a spurt to the inland economy and its development.

Minimum wages were increased in July 1968, for the first time since 1963. The starting wage for manual laborers is now nearly 20¢ an hour. The wage scale for European expatriate labor remains much higher than for Africans. Whether the Government will be able to cope effectively with continuing pressures for more and better low-cost housing (new measures have recently been announced) and with steadily rising prices (African consumer price index up 10% in 1968) will doubtless influence the wage picture in the future. Pressures for Africanization of employment are also mounting.

New French regime aims to restore confidence in currency and balance to economy; slowdown in prospect

Economy has been functioning well despite several severe strains; U.S. sales have been rising, but share of import market is down

The new President of France, Georges Pompidou, and his government, headed by Prime Minister Jacques Chaban-Delmas, take office at a critical moment for the nation's economy. Despite rising inflationary pressures, the near-term outlook is for slowdown, if not stagnation, in growth of real output, according to the semi-annual Economic Trends Report from the U.S. Embassy in Paris.

The priority problem to which the new government must turn its attention during the coming weeks is the dual one of restoring the confidence of the French in their currency and future, and of achieving better balance in the economy, both internally and externally. These two aspects are intimately related, and have been clearly recognized as such by virtually all informed Frenchmen, from the President on down.

Though the economic outlook suggests a fairly high level of demand for imports through the summer, it seems equally probable that this demand should start to taper off before the end of the year. Thus, the prospects for U.S. sales to France during the last half of 1969 are not as good as they were earlier this year. Even under the best assumptions, it seems likely that the French market will tighten up through the turn of next year and that competition for new orders will get stiffer in the months ahead.

While Commerce Secretary Stans was in Paris during his April swing of several European capitals he visited the site of the new U.S. Paris Trade Center which is scheduled to open in mid-November. The center will provide permanent space for exhibitions promoting U.S. goods for export, not only for the benefit of French buyers but for those in nearby countries as well. The opening show will feature advanced American laser equipment. The U.S. Laser Industry Association, the Electronics Industry Association and the trade magazine, *Laser Focus*, and the Department of Commerce will co-sponsor a technical seminar to be held in connection with the Trade Center show.

There have been several recent developments concerning direct investment in France which are of interest to American investors. The first was, of course, the announcement by President Nixon on Apr. 4 of a relaxation in the U.S. controls on foreign investment financed by capital outflow from the United States. It is expected that the new regulations will ease significantly many of the problems associated with the control program. Among the changes announced was a decision to raise the maximum investment allowable without specific authorization from last year's quota of $200,000 to the new quota of $1 million.

In mid-April the French Regional Development Agency announced the opening of an office in New York. The office, called the French Industrial Development Agency (headquartered at 610 Fifth Ave., New York, N.Y. 10022), is designed to inform prospective American investors in France concerning the possi-

U.S. market share slips

Although U.S. exports to France continue to grow in absolute terms, there has been a consistent erosion of the U.S. market share since 1964. From a high of 11.3% in that year, the U.S. share declined to a low of 9.4% in 1968. While 1964 was an exceptionally good year due to some unusual factors, the erosion of the U.S. market share nevertheless represents a significant loss of U.S. trade.

In an environment in which overall French demand for imports should begin to decline, these figures suggest that an increased sales effort on the part of American exporters will be required in order to regain what has recently become considerable lost ground.

bilities offered by different regions in France, thereby assisting investors in choosing a location for their French operation.

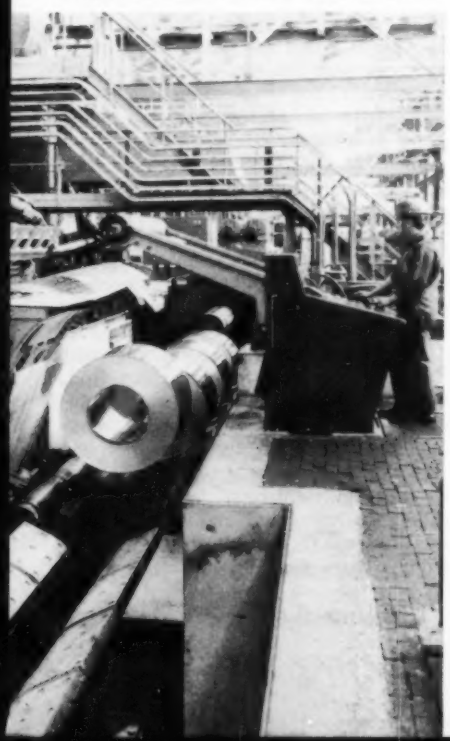
French regulations still require prospective investors to file a declaration of intention to invest with the French Ministry of Finance before they can go through with a direct investment. The government retains the right to request adjournment of these intentions within a 60-day period from receipt of the declaration. As a matter of fact, several instances of the exercise of this prerogative by the French have attracted public attention in recent months. The most famous instance concerned the bid by Italy's FIAT to purchase a controlling interest in Citroen last year. After several months of negotiation, an arrangement was reached, at the behest of the French Government, involving instead a cooperation agreement between the two firms, with control of Citroen remaining in French hands.

Several comparable cases involving American firms (in one case, Westinghouse, in another, Leasco Corp.) have also been discussed in the French press recently. Leasco reportedly abandoned its offer to buy 20% of the stock of SEMA (a leading French consulting and research firm) when the government raised objections. Westinghouse is undertaking a reorganization of its European operations which would involve purchase of a controlling interest in its French licensee, Jeumont-Schneider. The government has reportedly withheld approval of this operation while it searches for a so-called "French solution", which would combine Jeumont-Schneider with French-owned companies.

France enters the new era with an economy which, since the November monetary crisis, has been performing well but which has recently been showing increasing signs of severe strain on certain resources. Production and demand have been running at high levels since the turn of the year, even in the face of the relatively austere nature of the policy decisions implemented by the government following the November crisis.

On Nov. 25, a series of very severe exchange controls was put into effect. Apart from the rigid limitations on amounts of French banknotes and foreign currency which French residents and travelers into France are permitted to export upon leaving France, the most striking feature of the new controls (and that which has caused the most concern in French commercial circles) was the extreme limitations imposed on forward transactions in foreign currency. The controls permit such transactions only when related to imports of a very limited number of items (mainly basic commodities), and only then for periods not exceeding three months. The controls remain in effect, with no early elimination in sight.

FRENCH INDUSTRIAL OUTPUT ADVANCED in April, and the immediate outlook was for further moderate rises through the rest of the second quarter and perhaps into the third. Below, a modern plant.



Several strains showing

During the first half of 1969, the restraints seemed to have little visible effect in the direction of reducing overall demand. Performance of the economy as a whole, and the industrial sector in particular, has been about as expected earlier last fall before the November tightening measures were decided. After growing rapidly to capacity, industrial output began to taper off at the high levels reached at the end of last year. After virtual stagnation at this level through the first quarter (due at least in part to a one-day general strike in March), the industrial production index took a 2% jump in April. The immediate outlook is for further moderate rises through the second and perhaps into the third quarters.

Against this relatively modest gain in real output through the first four months must be set the mounting evidence of overheating and strain on resources which the increasing pressure of demand was creating since the beginning of the year. Each successive monthly businessmen's survey through May showed that the percentage of those who felt that new orders were running better than normal continued to grow over previous polls. What the two conflicting indicators seemed to be showing was the onset of a pervasive inflationary psychology.

The source of the heavy demand pressure has not always been the same over the period, even if, for the economy as a whole, it has remained consistently high since last fall. At that time, the main impetus came from consumers and was derived essentially from the substantial June 1968 wage increases which released several years of pent-up demand for a variety of consumer durables (mainly autos, household appliances and clothing).

However, since February the volume of consumer buying has been showing a marked tendency to fall off from the high levels reached in December and January. For example, preliminary estimates of activity in the larger department stores and retail chains in France for the months of April and May show a drop of around 6 or 7% in sales by volume from first quarter levels.

As real consumer purchases show signs of abating, producer demand seems now to be accelerating from the levels it reached last winter. If this trend should continue unchecked for many more months, the economy could well find itself back in the basic imbalance which characterized it before 1968: excess productive capacity in relation to effective domestic demand, with the resulting over-dependence on foreign demand to take up the slack.

The strains which the situation is producing can be seen most clearly in the areas of wholesale and retail price developments, and foreign trade. While consumer prices in the second half of last year generally behaved in accordance with government expectations, developments in 1969 have tended to be less predictable and more disturbing. Certainly, by raising TVA tax rates, some extra increase in 1969 prices over earlier estimates was to be expected. The brunt of this additional rise should have been borne in January and February, and, thereafter, some tapering off should have occurred. However, after a rise of about 1.3% during those first two months, consecutive month-to-month increases of 0.5% occurred through April, producing a cumulative increase in the first four months of 2.4%, and a 12-month rise (over April 1968) of 6.3%.

Recent businessmen's surveys also show that the number of those expecting further increases over the next few months is growing. Thus, the near term

outlook is for continuing, and perhaps accelerating, price rises.

The other problem area is external trade. The trade balance with non-franc area countries remained in persistent and growing deficit through the first five months of the year. After holding fairly steady during the first quarter at around 86%, the rate of coverage of imports by exports sank to 82% in April and to only 80% in May (93% is considered equilibrium). Through May, imports were up by 35% and exports by 21% over the comparable 1968 period.

While an import deficit was expected for the early part of this year, the persistence of the deficit at such levels has resulted in a five-month deficit of about $1 billion, the highest amount for such a period in ten years.

While much of the high import figures can be explained by the usual lag between order and delivery dates, and is therefore traceable in large part back to last winter's high level of consumer demand, it is probably also necessary to add the lack of confidence in the currency to the other factors which have produced the surge in imports.

Outlook is for austerity

During the Presidential election campaign, a gradual consensus was reached by the two leading candidates that the developing inflationary pressure, and its consequences for the currency, would require further restraint measures by the new government. Indicative of this feeling was Mr. Pompidou's statement that "defense of the currency must be the primordial concern of any future government."

Thus, the probability of new austerity measures being introduced in the near future is very high, and is to be expected once the new governmental team has had a chance to assess the situation and formulate a plan of action. Such a program would probably aim at further dampening demand pressure, by pursuing more vigorously the variety of price surveillance and control programs and, perhaps, by further tightening of government expenditures. Coupled with the program implemented last November, such new steps could begin to show results, in the sense of a marked slowdown in real output, in the not-too-distant future.

Though official government forecasts of average growth in output for this year have yet to be revised publicly from the October 1968 estimate of 7.5%, indications are that this figure has probably been reduced to between 6 and 7% in practice. On the other hand, the original estimate for price increases of about 4% must surely be revised substantially upward for the year, perhaps in the 5.5 to 6% range.

The real growth range of 6 to 7% implies a rate of growth in industrial production of between 10 and 12% over the average for 1968. However, since industrial output at the beginning of the year was running about 10% higher than in the 1968 average, it is clear that the scope for real growth between January and December of this year is severely limited. With production more or less stable in the first quarter and evidence of an upswing in the second, it would seem probable that the outlook for the last half is for the development of serious strain on productive resources with a consequent decline in real growth becoming evident by winter.

Assuming that demand runs more or less along the foregoing lines, it seems inevitable that the last half of the year will witness some rise in unemployment. During the first three months of this year, the labor market has been characterized by considerable tension, with pressures operating on both the supply and demand sides. Though unemployment has fallen from the very high levels reached in the summer of 1968, it nevertheless remains at a high level in relation to most French postwar experience. On the other hand, unfilled offers of jobs, especially for skilled labor, reached new highs in April and have recently been running over twice as high as at comparable periods last year.

The latter situation reflects the fact that one of the major constraints operating on industrial growth during recent months has been the lack of skilled manpower. With several industries operating at capacity, and given delays in deliveries of investment goods experienced during the period, the accelerated consumer demand which the economy was experiencing in late spring put heavy pressure on prices. As expected price rises cut into real demand by reducing buying power, and as the government's austerity measures begin to bite harder, it seems probable that production will flag and, with it, both job offers and employment, especially in low-productivity industries.

The gradual decline in real demand should also begin to have an impact on orders for foreign goods as well, though there is usually a lag of some months between a decline in demand and a decrease in the rate of growth of imports. Thus, the outlook on trade account is for a continuing high level of imports through most of the rest of the year, though the size of the monthly trade deficit should begin to narrow by next fall if not sooner.

Though demand for investment goods should continue buoyant through the year, it will probably not be enough to offset the expected slowdown in consumer and government demand.

Could upset forecast

There are, of course, various developments which could intervene between now and next winter to upset this projection. The important question of wage increases for 1969, for example, remains hanging over the economy in an essentially unresolved condition since the so-called March rendezvous. The latter, a meeting of representatives of government, labor and employers which had been provided for in the agreements which settled the strike last year, broke up without giving any notion about wage trends through the rest of the year. The government has implemented a wage package for employees in the public sector involving a 2% rise in April and another 2% in October. Whether this will hold, and whether it sets a pattern for private industry, remains to be seen.

The consensus in France was that the unions were postponing any major actions related to wages until sometime after the Presidential elections. Given recent and potential price developments, it would be prudent to assume that France has not yet heard the last from its workers concerning 1969 wage settlements, at least the traditionally more militant workers in the French public and nationalized sector. This and other issues loom sufficiently large over the near term horizon to make any attempt at forecasting beyond the next few months more than ordinarily risky.

Laser market studied

An exhibitors' export market guide to the Laser Exhibition which will open the Paris Trade Center on Nov. 17-21 has been published as part of the International Marketing Information Service.

The recently-introduced IMIS is designed to furnish a group of related marketing-oriented publications through which the results of the Bureau of International Commerce's research and analyses of world markets are passed on to the U.S. business community.

Order IMIS 69-53 from the Sales and Distribution Branch, Room 2119, Dept. of Commerce, Washington, D.C. 20230. Price 10¢.

Norway in strong uptrend

Mini-recession of 1968 has given way to strong expansionary trend; U.S. trade up

Norway's outlook is decidedly upbeat, as the predicted recession in 1968 failed to assume significant proportions and has given way to a vigorous rise in consumer demand. The semi-annual Economic Trends Report from the U.S. Embassy in Oslo says that the signs of an economic upswing noted earlier have now grown into a consistent pattern of expansion.

Norway's balance of payments, continued to improve in the first quarter, and further improvement appears likely for the rest of the year. According to a recent official estimate the current account of the balance of payments is estimated to show a $182 million surplus in 1969, compared with $165 million last year.

The surplus situation for the two years is mainly a result of reduced net imports of ships, and is therefore of a temporary nature. In addition net freight earnings are declining, and the anticipated increase in domestic demand is likely to widen the commodity trade gap during the rest of the year.

Commodity exports, ships excluded, continued their upward thrust during the first five months of 1969. The Jan.-May export increase of $96 million (up 14% over Jan.-May 1968) was accounted for by Norway's traditional semi-finished export products: fish, paper and pulp, ferro-alloys and other metals, notably aluminum. Notable gains in export sales were obtained in most OECD countries, particularly West Germany and Sweden.

Norway's commodity exports, ships excluded, to the United States increased by 10.9% to $57 million in Jan.-April, compared with the same period in 1968. More than one-third of the increase was accounted for by frozen fish fillets. According to a statement made by a representative of one of the two Norwegian export groups authorjzed by Norway's Government to market frozen fish fillets in the United States, total Norwegian shipments to this market are expected to reach $14 million in 1969, which would mean an increase of one-third over 1968.

Commodity imports for Jan.-May increased by $92 million, or 9.4% compared with the same five months of 1968. The composition of the imports reflected the domestic economic situation: increased purchases of commodities for the booming export industries (ores and chemicals), and certain consumer goods (notably passenger automobiles), reduced purchases of investment goods, and lower import requirements for agricultural products due to the bumper crops of 1968.

About one-half of the increase in imports came from the EFTA area, notably Sweden and Denmark. The $10 million increase from EEC countries was due to increased imports from West Germany.

U.S. exports to Norway during the first four months of 1969 amounted to $74.6 million, an increase of 19% over the corresponding period in 1968. The trade figures were heavily affected by two different developments: Norway's bumper 1968 crops, and a concentration of deliveries of U.S. airplanes to Norway.

Due to the all-time record harvest last year, Norway's imports of grains, including feed grains, fruit and vegetables and oilseeds from the United States fell to $6.4 million, or only 40% of imports of such commodities for the same Jan.-April period last year. The large supplies of domestic barley and oats have virtually eliminated the need for imports of grain sorghum for the time being.

Imports of aircraft from the United States increased from $4.3 million during the first four months of 1968 to $22.4 million this year. No significant changes appear to have taken place in the imports of other U.S. products during the four-month period.

The overall prospects for U.S. exports to Norway in the near future appear more promising than in the recent past. It is too early to predict the 1969 crop, but Norway's import requirements for grain, fruit and oilseeds are likely to increase due to the late spring. The upswing in the Norwegian economy in recent months, and particularly the emerging revival of industrial investment bear promise of an expanded market for advanced U.S. scientific and technical machinery and equipment.

There are several areas in which U.S. exporters may expect to find opportunities for initiating or expanding their exports to Norway, particularly aviation equipment, machinery for the pulp and paper industry, marine equipment, electronic data processing equipment, industrial process controls, and hospital and medical equipment.

Best sales possibilities

Specific products for which U.S. export possibilities to Norway are good include: small aircraft and helicopters, aircraft spare parts, navigational aids, paper converting machinery and equipment, refrigerating equipment for ships, catering equipment, deck machinery, electronic data processing equipment, diagnostic apparatus, IR and UV radiation equipment, and other electromedical instruments and apparatus, electron and proton microscopes, other microscopes, and industrial process controls for chemical, metal-working, paper and food processing industries.

Good aircraft market

Norway's growing aviation mindedness, reflected by plans for building of new airports and an increase in the number of registered aircraft, offers good opportunities for U.S. exports of small aircraft (one- and two-engine, one to six passengers), and navigational aids and maintenance equipment for aircraft and airports. Criticism of Norway's lack of helicopters for sea rescue work may lead to a demand for suitable helicopters.

The general improvement in the profitability of the Norwegian pulp and paper industry in 1968, which is expected to continue, no doubt was a factor accounting for the visit of more than 30 Norwegians to the Pulp, Paper and Converting Equipment show at the Stockholm Trade Center in March. Paper converting machinery is of particular interest to the Norwegian industry.

Norway has a large number of ships on order or under construction (276 as of Apr. 1, totalling more than seven million gross register tons), and it is estimated that the merchant marine will increase by some five million GRT in the next four years. Thus there are excellent opportunities for U.S. firms to supply a wide variety of equipment to Norwegian shipowners, including refrigeration, catering and electronic data processing equipment and deck machinery. A record number of 49 representatives of the Norwegian shipping industry attended Maritime-USA

NORWAY'S IMPORT GROWTH reflects the expansionary trend which is continuing to gain strength. U.S. products incorporating advanced techniques, such as these computers which are shared by several Norwegian Government agencies, are among the items thought to have the best sales prospects.

'69, held in January at the Stockholm Trade Center.

The 1968 slowdown in the rate of economic expansion in Norway appears in retrospect to have been rather limited. What took place in the Norwegian economy in 1968 can now be described as a mini-recession, largely confined to economists' tables and graphs. The overall performance of the economy proved better than previously expected. Revised national accounts show a 3.8% GNP increase in real terms in 1968, compared with the 3.5% rate of growth estimated at the end of 1968. Consumer demand, restrained throughout 1968, is currently booming. Demand from abroad for Norway's goods and services continue to keep well up. Industry's order books are filling up, and indications are that investment demand will grow somewhat in the second quarter. According to the most recent official forecast, Norway's GNP will rise by 4% in real terms in 1969. Mainly due to low net imports of merchant ships, the current account of the balance of payments is anticipated to produce a healthy surplus for the second year in succession.

As projected in the 1969 official National Economic Budget, first quarter unemployment was slightly higher than in the corresponding period of 1968. In April, however, the number of unemployed wage-earners dropped sharply to a level 4% below that of one year earlier. The rate of unemployment has been declining from the start of the year to 1.2% in April. The relationship between unemployment and the number of unfilled vacancies also indicates that the labor market has tightened since the beginning of this year. No major wage negotiations are scheduled for 1969. Contractual increases negotiated in 1968 and wage glide are estimated to result in a 5-6% increase in industrial wages this year, or about 2 percentage points less than in 1968.

Steady growth pattern

The signs of a revival of industrial production toward the end of last year now seem to have settled into a pattern of new growth. The seasonally-adjusted index for industry, mining and electric power production, which reflects production volumes more accurately than the unadjusted index, increased by 4.9% in the first four months of 1969. The index for manufacturing industries alone rose by 5%.

The increase appears to be largely a result of increasing production of investment and consumer goods, which rose by 7.3% and 4.9%, respectively, through April. Production for export, the most dynamic element last year, showed a more modest growth of 2.6% during the first four months this year.

Among the industries producing goods mainly for the domestic market, substantial gains were recorded for foods and beverages, furniture and fixtures, leather and electrotechnical products. Textiles and clothing and tobacco showed production setbacks, reflecting increasing competition from abroad. Continued brisk demand from abroad resulted in increased output of aluminum, ferroalloys, newsprint and frozen fish fillets.

The order index for the first quarter reflects increased production and investments. Orders from abroad are still rising, but at a slower pace than last year. In contrast to 1968, the most dynamic element in demand appears to generate at home. New orders for the iron and metal industries, including engineering, increased by more than one-half compared with the first quarter of 1968. Domestic orders rose by more than 50%; orders from abroad, which are mainly composed of primary iron and metals, rose by about 40%. Increases in orders were particularly pronounced in the shipyards and the machinery industry.

The favorable development of the order situation for the iron and metal industries, which indicates higher investment demand, also led to a sharp increase in the volume of orders on hand during the first quarter. Compared with the corresponding period in 1968, total orders on hand were 50% higher in this industry

The most recent survey of completed and planned investments in manufacturing industries, mining and electric power development indicate, as does the order situation, that businessmen are in the process of raising their sights for capital spending. Compared with the survey in the fourth quarter of 1968, investment plans for 1969 call for an increase of 10%.

Even if this goal is reached, investments will remain below the low level of 1968. Investments in industry, mining and power development fell by 13% in 1968 compared with the year before, and by 23% for manufacturing industries alone. The number of housing units started during the first quarter was up 12% compared with one year earlier.

Consumer demand, unexplainedly sluggish throughout 1968 in view of substantial wage and salary increases, is currently very brisk. The volume of retail trade was 6% higher during the first quarter than one year earlier, and 9.2% higher for March alone.

The strong increase in retail trade was particularly due to an upsurge in passenger car purchases (up nearly 50% so far this year according to an industry source). Sales of food and garment products, however, also increased substantially during the quarter. The planned replacement of the present 13.64% sales tax by a 20% value-added tax on Jan. 1 has already started a buyer's spree, particularly for durables.

Malagasy Rep. growth creates openings for U.S. business; ties with France still dominate trade

Government is friendly to foreign investments, particularly those providing technical know-how; Germany passes U.S. as supplier

The Malagasy Republic's economy is still dominated by a large traditional agriculture, but overall growth has been picking up for the past two years. The annual Economic Trends Report from the U.S. Embassy in Tananarive sees some real potential areas for U.S. business activity in Madagascar, while at the same time pointing out that real problems remain for the economy.

Madagascar's close ties with France still remain of primary importance in view of the past colonial relationship, the extensive foreign aid that it receives from France, the dominant position of French businesses in its economy, and the preferences given to French products. However, there are signs of diversification in Madagascar's external economic relationships. The presence of the other five European EEC countries is becoming more evident as a result of their sizable aid to Madagascar both bilateral and through the European Development Fund (EDF) and their increased trade with Madagascar aided by trade preferences for their products.

This trend in diversification will open wider possibilities for American exports and investments in Madagascar as the idea of diversification becomes established. However, the trend in another sense will mean more competition for U.S. products, in that the growth of the EEC's as well as other countries' trade and aid with Madagascar diminishes the significance of the U.S. position as the second largest purchaser of Malagasy exports and, until last year, the second largest source of her imports.

Favorable balance with U.S.

The United States is also one of the few countries with whom Madagascar has enjoyed a significant favorable balance of trade.

The best possibilities for U.S. exports to the Malagasy Republic are in those areas where U.S. products enjoy a technological lead such as aircraft, electrical equipment, machinery, and transportation equipment. In 1968 aircraft and scientific equipment did especially well in augmenting their sales to Madagascar while those of electrical equipment and machinery declined, but still remained among the top three in importance. Transportation equipment imports from the United States also rose last year. In both the sale of goods and services to Madagascar, especially in the case of large deals with the government, the ability of American firms to arrange financing can be of assistance in entering the market.

Prospects for U.S. investors in Madagascar are even more positive than for exports. Government policy welcomes foreign investment and the government is turning to newer sources of foreign investment in order to meet its development goals and to reduce the chronic trade deficit through the creation of import substitution and export-oriented industries. In addition, in the absence of sufficient local capital, the government has shown itself willing to enter into joint venture operations with private concerns, or to guarantee capital raised abroad.

The Government is particularly looking for investors who will contribute technical know-how and management experience as well as capital.

In addition, Madagascar continues to receive a sizable amount of foreign aid, which has been very important in developing the infrastructure and the agricultural potential of the country and thus opening the possibilities for further industrial developments.

Madagascar's estimated ten million cattle are at present an important untapped natural resource, but as a result of the interest shown in the last year in increasing Madagascar's production of beef and in finding new markets for beef exports, it now represents an important investment opportunity.

Beef projects announced

During the last six months two large beef projects were announced, including one involving a $2.8 million loan from the World Bank and another involving a $28 million loan from a private European group; other projects are reportedly under discussion, including provisions for ranches, fattening stations, slaughterhouses and export markets. In addition, trade delegations from several countries have visited Madagascar to discuss the possibility of purchasing Malagasy beef. At present beef represents only 4.1% of total exports.

Despite its approximately seven million people Madagascar's actual market is limited. About 80% of the population is composed of peasant farmers, and the size of the country, its level of infrastructure development and the large areas of underpopulation which still exist make communication and transportation through much of the island difficult, especially at certain times of the year. However, the country's effective market should expand as agriculture development increases farm incomes, infrastructure growth improves communications and the population continues to grow. In this last regard, it should be noted that the overall population is currently growing at a rate just over 2%.

In considering the Malagasy market, the export potential of its products cannot be overlooked. The Malagasy Government is making efforts to increase trade relations with Madagascar's neighbors on the African continent; it already enjoys a very favorable balance of trade with the nearby islands of Mauritius and Reunion and has seen its

Competition is stiff

U.S. exports to Madagascar continue to face stiff competition in view of its relationship to France and the other EEC countries mentioned above. In addition, the exchange controls imposed after the May troubles in France have posed a further difficulty for U.S. exports. In 1968 U.S. exports to Madagascar actually declined by 14% and it was replaced by Germany as the second most important exporter to Madagascar. However, U.S. exports to Madagascar for the first two months of this year shared in the general increase in Malagasy imports and were ahead of those for the comparable period of the last two years.

trade with Senegal grow rapidly in recent years. Also, of special importance is Madagascar's access to the market of the European Economic Community through associate membership in that organization.

Madagascar's overall value of foreign trade in 1968 expanded by 14.7% in comparison to the 1967 growth of 3.9%; however, imports grew much faster than exports resulting in a trade deficit of $54.1 million for 1968 whereas the deficit for 1967 was only $41 million. The trade deficit has taken a sharp turn for the worst since the beginning of the year as the coverage of imports by exports has fallen from 71.6% in 1967 and 68.1% in 1968 to only 48.5% for the first three months of 1969. This development stems from an increase in the volume and cost of imports and a decline in the volume of exports. It is too early to say how serious a deficit for the year will result if the trend started in January continues, but it must be noted that the percentage of coverage of imports by exports for January and February has been close to the yearly average in prior years.

France is still by far Madagascar's most important foreign supplier although its share of the market has slowly been declining while that of the other EEC countries especially Italy and Germany has climbed. Nevertheless, as 62.9% of Madagascar's imports last year came from France, the price increases there after the May troubles have not helped Madagascar's balance of trade. In addition, the Malagasy Government had to impose currency restrictions as did the other members of the franc zone after the May troubles in France.

As Madagascar is a member of the franc zone and its foreign currency reserves are held in francs in France, it is relatively immune from currency problems; nevertheless a consistent trade deficit does hinder the nation's development when about half of its imports are consumer goods or food and less than a fourth is equipment for industry or agriculture.

Chrome brightens outlook

Mineral exports in 1968 showed a modest increase of 2.7% but represented only about 6.2% of total exports. Graphite and mica continue to be the main mineral exports representing 41.2% of the total mineral exports. However, as a result of the mining of the Andriamena chrome deposits, west of Lake Alaotra, by a group of French firms the contribution of mineral production to mineral exports should change considerably. It is estimated that chrome exports for the last six months of this year should be around 60,000 metric tons; France will be the main purchaser.

Industrial production increased modestly last year as most of the nation's industries improved their output especially the infant industries of textiles, paper, matches, and petroleum refining. Other industries showing increased production included cement, soap, and beer, while the agricultural industries of sugar, tapioca, starch and sisal fiber showed declines.

Investment in plant expansion and new plants by the major industrial concerns as reported by the Ministry of Industry nearly quadrupled from $5.6 million in 1967 to $21.3 million in 1968. New plants under construction or opened include a new soap factory and a second textile mill, near Majunga, while the textile mill at Antsirabe, the shoe factory and the apple juice factory are among the plants which announced expansion plans.

Overall fixed investment expenditures rose by 8% in 1968 and represented a larger percentage of GDP than the year before.

Madagascar, like most developing countries, continues to suffer from a poorly developed capital market. The funds made available by the Central Bank for rediscounting of long term credit have consistently been under-utilized; thus much of the impetus for new investment must come from the government or foreign aid. In an effort to increase the amount of private savings the Government began in October to promote the purchase of treasury bonds, and in March raised the yield on them.

Starting with the 1968 budget the Malagasy Government greatly expanded its planned investment expenditures in order to help the country meet some of the goals outlined in the 1964-68 plan. This new level of planned expenditure has been maintained at almost the same rate in the 1969 budget by allocating $52.7 million in comparison to $55.2 million in 1968 for investment. The Government has tried to reduce the amount of deficit financing needed to cover this program by raising the rates on the transaction tax, but subsequent events have resulted in an expected deficit twice the planned one.

After climbing only slightly over recent years, consumer prices rose sharply in January and February; the Malagasy cost of living index rose from 111.5 in December to 115.9 in March (100 = Jan. 1964) and the index for Europeans from 121.9 to 130.7 (100 = March 1962). The price rises are largely attributed to the imposition on January 1st of a revised transaction tax and to the abuses surrounding the application of the tax which permitted importers and wholesalers to increase prices more than required to cover the tax increase.

It is too early to say how seriously the economy will be affected by the growth in prices, but there has already been a slowdown in internal trade since the imposition of the tax. The Government has proposed to reduce the transaction tax rate on essential items in the hope of stopping the price increases and it has announced that this loss of revenue as well as that lost by the reduction in the French budget subsidy and the effects of the February cyclone will mean a budget deficit double the expected one and larger than that of 1967.

The total money supply and the amount of money in circulation as of Dec. 31 were slightly larger than at same time the year before, having risen by 1.1% and .8% respectively in comparison to increases of 3.7% and 14.9% from December 1966 to December 1967. In an effort to reduce the flight of capital to France and to encourage local firms to finance the purchase of imports out of profits, rather than through short term credit, the Central Bank raised its rediscount rate for short term credit from 3.75% to 4.50% on Jan. 1; this rate change does not apply to loans to finance exports or for projects of a development nature.

Investment openings

Opportunities for investment in Madagascar are opening in an expanding number of fields. Over the last year interest continued to develop in petroleum exploration and several foreign firms, mostly American, have begun to conduct preliminary seismic research. Most of this activity has been in the Western part of the country both on and off-shore, with one company working along the East coast. Possibilities also exist for the development of mineral deposits including bauxite, iron, and copper and for the development of industries such as steel-chrome and graphite based on minerals already mined. Other potential industries which interest the government include food processing, tourism, shrimp fishing, those based on wood, bamboo or sisal pulp, and those manufacturing clothing, rolled steel, tires, and batteries.

Pakistan gives top priority to cotton textile industry

Finance units will give preference to requests to replace spindles

The Government of Pakistan has decided to give top priority to modernization of the cotton textile industry. Financing institutions are being directed by the Government to give first importance to applications for replacement of spindles.

Balancing and modernization are to be given priority in the following order: (1) back processing machinery without expansion of spindlage; (2) spindles of units which have surplus back processing machinery but less than 25,000 spindles; (3) spindles and back processing machinery for pre-balanced units having less than 25,000 spindles; (4) additional machinery for finishing.

In West Pakistan, no new cotton textile manufacturing plants will be sanctioned until further notice. In the future, no textile mill will be sanctioned having less than 25,000 spindles except under either the pay-as-you-earn scheme or non-repatriable foreign investment, in which case the minimum size will be a unit of 12,500 spindles and 250 looms. As there is surplus weaving capacity in West Pakistan, it has been decided that, for the present, no new capacity will be sanctioned for looms.

However, the government is to take special measures to encourage use of the provision made in the Industrial Investment Schedule for new investment in cotton textiles in East Pakistan. It will permit new fully-integrated units of 25,000 spindles in the East Wing, and contemplates permitting units of 12,500 spindles if sufficient applications for the larger units are not made. Pakistan's financing institutions have been directed to provide credit from conventional sources as far as possible in East Pakistan.

Steps are being taken by the Government to make sufficient resources available to the Pakistan Industrial Credit and Investment Corp. (PICIC) and the Industrial Development Bank of Pakistan (IDBP) to carry out the replacement, balancing, and modernization of the cotton textile industry. PICIC and the IDBP have already considered the plans of 30 mills and have agreed to provide financing for 400,000 new spindles.

Also, PICIC has abolished its previously existing minimum foreign currency lending limit of Rs. 250,000 ($52,500 equivalent) for plant replacement, balancing, and modernization.

Morocco issues new import schedule

Program is considered slightly more restrictive than last year's

The 1969 import schedule recently issued by the Moroccan Ministry of Commerce and Industry retains the system of three lists, A, B, and C, which first was instituted in June 1967. List A includes items which may be imported without license; list B specifies items which require licenses authorizing foreign currency expenditures; and list C enumerates items which are forbidden.

The new import program is slightly more restrictive than in 1968, although for a number of items the sizes or values of quotas have been raised rather than lowered. Two items, kaolin and machines for pulp and paper making, passed from the free list to list B. Kaolin, which was transferred from list B to list A in 1968, has once again been placed under the general category of "clays and earths," for which an import quota of four million dirhams (about $790,000) applies. Two other items passed from list A to list C: wooden handles for kitchen implements and copper scrap. No transfers to list A occurred.

Quotas for grape vines and seed plants, pharmaceuticals, cotton wadding, poured or embossed window glass, screws and bolts, and bottle caps and seals were abolished and import permits will be issued according to need (S.B.—*selon besoin*), as determined by the responsible authorities. A quota of 600,000 dirhams (about $118,500) was set on imported bottled beer, formerly S.B.

Additional information on the 1969 import schedule for Morocco may be obtained from the Africa Division, BIC, U.S. Department of Commerce, Washington, D.C. 20230.

Irish raise wholesale tax on specified items to 15%

To raise additional revenue, the Irish budget provided for a June 1 increase from 10% to 15% in the rate of the wholesale tax on specified items. On Jan. 1 the previous tax rate had been doubled to 10%.

The items affected by the increase are: motor vehicles, including sports vehicles, estate cars, station wagons, motor cycles, motor scooters, mopeds and auto cycles, but excluding vehicles designed and constructed to carry more than 16 persons (including the driver), invalid carriages and other vehicles of a type designed for the use of invalids or infirm persons; caravans, including mobile homes; ships, boats or other vessels designed and constructed for the conveyance of persons and not exceeding 100 tons gross; sports and pleasure craft of all descriptions, including yachts, cabin cruisers, dinghies, canoes, skiffs and racing boats; radio receiving sets and television receiving sets of the domestic or portable type, including sets suitable for use in road vehicles; gramophones; radiogramophones, record players and electric gramophone record reproducers; and gramophone records.

The wholesale tax does not apply to food, drink, medicine, clothing, coal, peat, gasoline, agricultural plant machinery equipment, basic building materials, or agricultural goods.

Peru's import surcharge now payable at customs

The Peruvian import surcharge (10% of c.i.f. value) is now payable at customs. Since June 24, 1968, the surcharge on all non-essential imports had been collected by the Central Reserve Bank on foreign exchange purchases.

In a related decree (Decree Law No. 17665 of May 7) the 10% import surcharge has been waived on capital-goods imports financed with at least 90% foreign credit. Exemptions from the surcharge will be granted in each case by the Ministry of Finance with the concurrence of the Central Reserve Bank. Other conditions for the exemption are that repayment terms are longer than four years, interest rates will not be more than 3% above prime rates in the supplier country, amortization payments are uniform, and the goods are not being manufactured locally.

U.S. production, distribution sought for German, Italian, Austrian items

Names and addresses available from Commerce Department; items include materials handling equipment, milling machines

Manufacturers in Germany, Italy, and Austria are seeking U.S. licensees to produce and distribute their products in the United States.

Products offered are materials handling equipment, electric motors, milling machines, and a patented system for producing flexible objects which can become rigid with a twist.

For additional information and the name and address of the firm, write the Office of International Investment, code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity listed below.

• A West German manufacturer is interested in granting a license to a U.S. company to produce its range of conveying elements for materials handling equipment.

This equipment consists of belt conveyor idlers, feed idlers, idler sets, straightening idler sets, cable suspended belt conveyors which can handle capacities from 200 to 20,000 tons per hour, drums, and roller conveyor idlers. Some parts of the equipment are covered by patents. **File 1777.**

• A license to produce its electric power operated hopper discharging gates (electric flat slide) used in materials handling systems is offered a U.S. firm by a West German manufacturer.

The gates guarantee rational loading, remote control, pre-selectable quantity feed, opening width control, high capacity dosing machine and single feeder. This equipment is covered by a patent. **File 1778.**

• A West German manufacturer is seeking a U.S. licensee to produce its electric motors.

These include a variety of three-phase motors; single-phase AC motors; DC motors; brake motors, a variety of gear motors; Ward-Leonard sets; centrifugal motors; and other kinds and types of electric motors. **File 1779.**

• An Italian company is interested in arranging a license agreement with a U.S. firm for the manufacture of its multi-spindle milling machine.

This machine is used for the automatic machining of workpieces such as twist drills, reamers, milling cutters, and shafts with straight flutes. It has a three spindle head (or four spindle head) which allows for simultaneously machining of straight or spiral flutes on four workpieces.

The operation cycle is fully automatic. Therefore, the operators' sole task is the loading and unloading of workpieces.

The company claims that its machine has the following advantages: rapid loading and unloading of workpieces; positive clamping for climb milling; spiral milling from 0° to 45° with unaltered rigidity; and vertical adjustment for slight taper work or compensation for cutter errors. **File 1780.**

• A flexible object which can become rigid with a twist called a "Schukra Rod" is offered by an Austrian inventor. An example of an application of this principle is in the form of a cane, the shaft of which consists of many small parts of equal size. A wire runs through the center of these small parts, and with a twist of the cane handle, the wire becomes taut and the cane rigid. When the handle is turned in the opposite direction, the cane becomes flexible again, and may be rolled up like a rope.

The flexible-rigid-flexible principle has been applied in the medical profession, in the manufacture of roll-up fishing rods, and in the development of a shopping cart which may be reduced to the size of a handbag. Other applications are false bottoms for inflatable boats; antenna masts; roll-up ladders; building skeletons, material-handling ramps; gangways and emergency bridges.

This system is covered by a patent. **File 1781.**

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

Exchange of sales, services requested by Portuguese

A Portuguese manufacturer of pharmaceuticals, cosmetics, and other toilet preparations is interested in licenses, joint ventures, or other agreements for the exchange of sales and services with U.S. firms.

Write: Dr. Reinaldo Moura da Costa, Laboratories Bial, 87 Rua de Joao de Olivera Ramos, Oporto, Portugal. WTD. **P-70013.**

British firm proposes plastic housing venture

A British architectural firm which has developed a process for producing plastic materials for housing construction is interested in a joint venture to build plastic homes.

The company reports that it expects to be awarded a contract soon to erect 1,000 plastic houses in Malta.

Write: Mr. Christopher Riley, Christopher Riley Partnership, 20 Tithebarn St., Liverpool, England. **P-70014.**

Three Swiss concerns want U.S. licenses for various items

U.S. licenses are sought by three Swiss companies to manufacture products related to their respective lines.

• A Swiss company known for its high quality products wants licenses to manufacture U.S. heating, ventilating and air conditioning equipment and apparatus.

The firm, with over 300 employees, now concentrates its efforts in the oil-heat area, producing burners, regulators, meters, pumps and related fixtures. It exports meters to 18 countries in Europe and elsewhere.

Write: V. Glutz-Bolzheim Nachfolger AG, Segetzstrasse 13, 4500 Solothurn 1, Switzerland. WTD. **P-70023.**

• Licenses to manufacture thread rolling machinery, attachments and related products are sought by a Swiss producer of precision watches and instruments. The firm would also consider the production of aircraft landing gear.

Originally established as a watch manufacturer, the Swiss firm has diversified into the production of related lines such as temperature and altitude controls, barometrical instruments, precision tools and small machine tools which currently represent over 50% of its production.

The company employs about 375, and its marketing organization could be utilized to distribute products made under license throughout Europe.

Write: Revue Thommen Ltd., 4437 Waldenburg, Bern, Switzerland. WTD. **P-70024.**

• A growing Swiss firm, established in January 1968 by two young engineers, is interested in exchange of know-how and cross licensing agreements concerning home stereo hi-fi equipment and numerical control devices (particularly for the textile industry) which it manufactures. The firm also seeks licensing arrangements with U.S. companies to manufacture, assemble, mount, and/or service electronic equipment and accessories.

Presently employing 10 persons, the firm estimates first year sales to be about $57,000. It maintains a sales office at Waldmannstrasse 5, 3027 Bern, and gives as a bank reference the Solothurner Handelsbank, Solothurn.

Write: Cherix, Hutterli & Cie., CHC, Wasenstrasse 4, CH-2502, Biel/Bienne, Switzerland. WTD. **P-70018.**

Brazilian company wants to make pharmaceuticals, detergents and cosmetics

The Brazilian subsidiary of a U.S. firm seeks to expand its operation through licensing or sub-contracting agreements with American manufacturers of pharmaceutical preparations, detergents, cosmetics and toiletries.

The Rio de Janeiro concern's current product line includes intravenous solutions, blood bottles, powder and liquid detergents, pharmaceutical ointments and disposable plastic kits for the collection of blood. Plant facilities include a modern laboratory, tool shop and plastic extruders.

Write: Mr. Rene Luks, pres., Don Baxter S.A., Rua Almirante Gomes Pereira, 72, Urca, Rio de Janeiro, GB, Brazil. **P-70022.**

Colombia to use U.S. goods in power plant expansion

A $4.2 million Eximbank credit in favor of Electrificadora del Atlantico, S.A. (ELECTRANTA) of Barranquilla, Colombia, will help pay for a gas turbine electric generating plant, substations, and related equipment of U.S. origin.

Westinghouse Corp. will design, supply, and install a complete gas turbine unit with a capacity of 22.7 megawatts, in addition to furnishing auxiliary equipment and a step-up transformer. Contract price of the equipment is nearly $2.5 million.

International General Electric will supply substations at a contract price of $1.7 million.

At present, ELECTRANTA serves the city of Barranquilla and surrounding areas and is extending its primary distribution lines to smaller towns and villages. The demand for electricity has been increasing in the Barranquilla area and is expected to continue to grow on the northern coast.

Eximbank's loan is to be guaranteed by Banco de la Republica or the Government of Colombia and is to be repaid in 20 semiannual installments beginning in February 1971 with an annual interest rate of 6% payable on outstanding balances.

U.S. link sought by Dutch company

Wants license or joint venture to make industrial equipment

A large Dutch concern is interested in a licensing or joint venture agreement with a U.S. company that has a sales force covering the Common Market or makes products complementary to those marketed through the Dutch firm's distribution channels. These products include ventilating systems, safety devices, diving equipment, reduction, regulating and cylinder valves, infant incubators, medical and surgical inhalation equipment, oxygen tents, anaesthesia apparatus, measuring and controlling instruments, filters and cleansing creams.

The Dutch firm's production facilities include 150 machine tools, a toolroom and an air conditioned measuring room. The concern is experienced in the manufacture of precise parts for governor systems, oil pump parts, sprockets and hydraulic actuators. It employs about 500 and reports annual sales of $6 million.

Write: Duiker Apparatenfabriek N.V., 2 De Bruyn Kopsstraat, Rijswijk Z.H., The Netherlands. WTD. **P-70019.**

License to manufacture electrical bus bar systems sought by French concern

A license to produce electrical bus bar distribution systems up to 5,000 amperes is sought by a French manufacturer of low voltage electrical equipment.

The firm currently makes differential current operated earth leakage circuit breakers, a comprehensive range of surface and flush mounted switches, cartridge fuses, fuse carriers, motor circuit breakers, brass and nylon lampholders.

It operates three plants, employs 1,200 and has a distribution network of 2,000 agents. The company, a subsidiary of the largest electric and electronic company in France, markets its products domestically and exports to Africa and the Near East.

Write: Fabrique d'Apparreillage Electrique, B.P. 100, Avenue de Romans, 38 St. Marcellin (Isere), France. WTD. **P-70027.**

Saudi Arabia seeks firms to register for planned seaport expansion

The Saudi Arabian Ministry of Communications invites companies to submit statements of qualification to take part in the planned tender for modernization of Dammam Harbor.

The statement should include: (1) experience in port expansion work; (2) listing of equipment to be used, present location, and method and timing of moving it to worksite; and (3) statement of financial and professional standing of company with list of technical staff.

Information should be submitted in duplicate by the close of business July 29. One copy should be sent to the Ministry of Communications, Riyadh, and the other to the consulting contractor, Sir Bruce White, Wolfe Barry and Partners, 1 Lygon Place, Grosvenor Gardens, London, S.W.1, England.

The project will include deepening of the harbor and construction of new piers and buildings with the prospect of millions of dollars of business for the successful bidder. Firms might enhance their chances of favorable consideration by emphasizing availability of equipment and readiness to concentrate full efforts on completing the project promptly.

Korea invites supply bids on TV broadcasting items

The Office of Supply, Government of the Republic of Korea, has issued Tender No. KFX-9111-S, for the supply of television broadcasting equipment. Bid deadline Aug. 2.

Bid should offer telecine equipment, special effects system, video and pulse distribution equipment, monitors, mobile broadcasting van, antenna, generator, associated audio and video equipment and allied test equipment.

Copies of tender announcement and specifications are available from the Office of Supply, Government of the Republic of Korea or on a short-term loan basis to firms located in the U.S. from the Communications Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-4823).

New Zealand issues tenders on communications equipment

The Stores Division, New Zealand, has issued Tender No. P.O.H.Q. 170/7107 for the supply and installation of an automatic telegraph message relay system. Bid deadline Oct. 20.

Copies of tender announcement and specifications are available from the Stores Division, Post Office Headquarters, Wellington, New Zealand or on a short-term loan basis to firms located in the U.S. from the Communications Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-4823).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50 per copy and the Export Control Regulations are priced at $12 for the year. Both publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

NETHERLANDS—Field seeds, such as grasses, clover. Direct purchase or agencies on commission basis for Western Europe. J. B. Burgers Zaadteelt & Zaadhandel N.V. (importing agent, distributor), 275 Wolfkuilseweg, Post Office Box 5, Nijmegen. WTD 6/69.

071 Agricultural services

PAKISTAN—Agricultural services for setting up a tobacco plantation for feeding cigarette industry in East Pakistan. Estimated annual production of 40 million pounds will be achieved in phases over a period of ten years. Cellux Pakistan Ltd. (agent, exporter), 71 Motijheel Commercial Area, P.O. Box 487, Dacca-2. WTD 4/69.

202 Dairy products

MALAWI—Condensed milk in smaller size cans. Samples, prices in £ sterling requested. Lalji Kurji Ltd. (wholesaler), Haile Selassie Road, Post Office Box 61, Blantyre. WTD 8/68.

203 Canning, preserving foods

SWITZERLAND—Baby food. Requests offers for competitive novelties only. Direct purchase and agency. AMIDRO (importer, distributor), Attn: Hans Christen, Rennweg 62, 2501 Biel. WTD 2/68.

204 Grain mill products

SWITZERLAND—Cat and dog food, pet foods. Requests offers for competitive novelties only. Direct purchase and agency. AMIDRO (importer, distributor), Attn: Hans Christen, Rennweg 62, 2501 Biel. WTD 2/68.

209 Food preparations

BELGIUM—Cracklings in unpressed conditions, packed in bulk in jute bags. SMETS-Use, Ets. (manufacturer, importer, exporter), Naamsesteenweg 189, Sint Truiden. WTD 5/69.

221 Broad woven fabric mills, cotton

ITALY—Grey cotton fabrics. Manifattura Bianchi S.p.A. (manufacturer, converter), Via XXII Marzo, 19, Gallarate, Milan. WTD in preparation.

222 Broad woven fabric mills, manmade fiber, silk

IRELAND—Unbranded manmade fibers. Campbell & Walker Ltd. (manufacturer), P.O. Box 219, Walkinstown, Dublin 12. WTD 6/69.

239 Fabricated textile products

MALAWI—Tarpaulins, canvas, including coated, sizes 12′ x 18′, 18′ x 24′ and 24′ x 32′. Sample materials, prices in £ sterling requested. Lalji Kurji, Ltd. (wholesaler), Haile Selassie Rd., P.O. Box 61, Blantyre. WTD 8/68.

264 Converted paper, paperboard products

NETHERLANDS—Stationery, gift articles. Direct purchase or representations for Benelux countries, W. Germany. Multiform Plastics (importing distributor), 7 Martinetsingel, P.O. Box 164, Zutphen. WTD 6/69.

SWITZERLAND—Cleansing tissues, diapers, facial tissues, sanitary paper products. Requests offers for competitive novelties only. Direct purchase and agency. AMIDRO (importer, distributor), Attn: Hans Christen, Rennweg 62, 2501 Biel. WTD 2/68.

TRINIDAD, W.I.—Pressure sensitive tape. Specifications: continuous ribbon of 1/2″ wide by 3/32″ thick "gray" pressure sensitive tape. Tape shall be non-drying, non-toxic and non-shrinking. The material shall have superior adhesion to metals, plastic and painted surfaces. The tape shall be easily applied at temperatures of 10°F to 140°F and shall have a flash point of at least 300°F. Material shall not flow at 200°F after one half hour exposure. Filter material in the mastic shall be asbestos and mastic shall contain no asphaltic compounds. Direct purchase and agency. Sprostons (Trinidad) Ltd. (importers, wholesalers, distributors, manufacturers). 8 Saint Vincent Street, Box 8, Port of Spain. WTD in preparation.

278 Bookbinding industries

NETHERLANDS—Loose leaf binders, other plastic stationery. Direct purchase or representations for Benelux countries, W. Germany. Multiform Plastics (importing distributor), 7 Martinetsingel, P.O. Box 164, Zutphen. WTD 6/69.

281 Industrial chemicals

AFGHANISTAN—Dry cleaning chemicals. Hakim's Modern Lustre Dry Cleaning, P.O. Box 285, Kabul. WTD 6/69.

GERMANY—Dyestuffs, chemical auxiliaries for textile, paper, plastic industries; raw chemicals. Wilhelm Braun oHG (wholesaler, importer), 6200 Wiesbaden, Wilhelmstr. 4. WTD 6/69.

282 Synthetic materials

INDIA—Polyester fiber. Mr. Mahesh Nanavaty, Joint Regional Manager, State Trading Corp. of India, Nirmal, Backbay Reclamation, Bombay 20.

Little things make the difference

"Quite often the difference in being successful and not being successful in a foreign market is that the successful firm is aware of and paying attention to the little things.

"These can be:

"Handling all overseas correspondence as quickly as possible;

"The ability to be understood in writing;

"Making certain that the sales literature and technical bulletins are in the language of the country;

"And tailoring the product to the customer's needs.

"To be successful in international trade takes more than a product and a desire to sell it. Often it is these little things that can make the big difference in overseas marketing."

—V. J. Borland, Export Manager, Quaker State Oil Refining Corp.

285 Paints, varnishes, lacquers, enamels

SWITZERLAND—Paints, varnishes, lacquers, enamels, water colors, related products, also aerosol, as sold by druggists. Requests offers for competitive novelties only. Direct purchase and agency. AMIDRO (importer, distributor), Attn: Hans Christen, Rennweg 62, 2501 Biel. WTD 2/68.

287 Agricultural chemicals

GERMANY—Dried natural (organic) manure from horned cattle only. Paetow & Cons. (importer, public warehousing), 2000 Hamburg 11, Brooktorkai 8. WTD 6/69.

TAIWAN—D.B.C.P. 70% E.C., maneb 80% w.p., zineb 75% w.p. Requests literature, price information. Formosa Chemical Supply Co., Ltd. (importer, distributor), 31 Section 1, Chungking South Rd., Taipei. WTD 2/69.

291 Petroleum refining

● **BURMA**—People's Oil Industry, Rangoon, invites bids on the following items: approximately 9-million imperial gallons lubricants and 2.1-million lbs. greases. Tender No. PAYALA/YAUNG/SA-HSA/6 dated July 1. Bid deadline Aug. 15.

Supply of aviation gasolines (6,600 long tons of 100/130 grade aviation gasoline; 1,500 drums (44-imperial gallons each) of 80/87 octane aviation gasoline). Period from Nov. 1, 1969 to Sept. 3, 1970. Both types to be supplied in three equal shipments. Tender No. PAYALA/YAUNG/LAYA/T-5, bid deadline not later than 4 p.m., local time on or before Sept. 8. Address tenders to Marketing Manager, People's Oil Industry, No. 622, Merchant Street, Rangoon, Burma. Petroleum and Coal Division, BDSA 673, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2355).

307 Plastics products

GERMANY—Synthetic bristles for brush making industry. Kullen & Co. KG (manufacturer, importer, exporter), 741 Reutlingen, Lederstrasse 84-86. WTD 6/69.

NETHERLANDS—Plastic stationery such as loose leaf binders, folders. Direct purchase or representations for Benelux countries, W. Germany. Multiform Plastics (importing distributor), 7 Martinetsingel, P.O. Box 164, Zutphen. WTD 6/69.

NORWAY—Foil, polyethylene, tensiled for production of tape for electric industry. A/S Trengereid Fabrikker (importer, manufacturer, exporter), P.O. Box 1135, 5001 Bergen. WTD in preparation.

317 Handbags, personal leather goods

GERMANY—Women's, gentlemen's personal leather goods; small, medium sized. Direct purchase and agency. Diestel & Co. (importer, wholesaler), 2000 Hamburg 13, Oberstrasse 135. WTD 6/69.

331 Steel mill products

● **INDIA**—Black seamless steel pipe, approx. 165 metric tons of various sizes. Tender #P/218/40/194/27.5.69/PL;

Bid deadline Aug. 13.

Write: Director General, Supplies and Disposals, New Delhi. Copies of tender documents available from Iron and Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone. 202-967-2364).

● **PERU**—Ground wire conductor, 50 metric tons. "Tender for ground wire conductor."

Bid deadline Aug. 5.

Write to Empresas Electricas Asociadas (Electric Power Co.), Lima. Copies of specifications and tender information available from Iron and Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2364).

344 Fabricated structural metal products

PAKISTAN—Lightweight, portable grain and/or fertilizer storage bins. In addition to steel bins, firm prepared to consider use of plastic and canvas, or air inflated structures. Initially interested in 50 portable grain bins with drying equipment, 50 fertilizer bins. Dawood Corp. Ltd. (importer), Dawood Centre, Karachi, Attn: Aziz Memon, or Dawood Corp. Ltd., Alfalah Bldg., 4th Floor, Lahore, Attn: K. Amanulla. WTD 7/67.

354 Metalworking machinery

● **PAKISTAN**—Motor-driven sleeper cross-cutting, adzing and boring machine. Tender No. PR-1/69/TR/5, bid deadline July 31. Secretary, Railway Board, Government of West Pakistan, PWR Headquarters Office, Empress Road, Lahore.★ (Telephone: 202-967-5652).

TURKEY—Machinery, equipment for manufacture of horse shoe nails. Kemal Bayman ve Ort. Komandit Sirketi (importer), Gazi Osman Pasa Bulvari No. 9, Izmir. WTD in preparation.

355 Special industry machinery

FINLAND—High pressure equipment for high pressure polyethylene plants where polymerization process is carried out in pressure of 1,000-2,000 atmospheres; ethylene plant pyrolysis gas coolers where gas is cooled by producing steam of over 120 atmospheres. Yrjo Laakso & Co. Oy (manufacturers' representative), Mannerheimintie 16 A, Helsinki 10. WTD 6/69.

THAILAND—Slaughter house equipment, tools, machinery, related facilities including freezing storage and vacuum method wrapping, packaging and processing facilities, with capacity to handle 100 cattle per day. Both new and used or reconditioned equipment acceptable. Chokchai International Co., Ltd. (ranch operator), 690 Sukhumvit Road, Opp. Soi 39, Bangkok. WTD 11/68.

358 Service industry machines

AFGHANISTAN—Small scale dry cleaning equipment; steam presses, medium size. Hakim's Modern Dry Cleaning, P.O. Box 285, Kabul. WTD 6/69.

362 Electrical industrial apparatus

● **ALGERIA**—Supply six each 500 KVA oil and propane powered diesel generators for installation in the Sahara, additional units to be purchased later. There is no Tender number or bid deadline. Interested firms should contact E. G. A., Direction Regionale Du Sud, 127 Blvd. Salah-Bouakouir, Algiers.

● **SINGAPORE**—Twenty-five multi-operator oil cooled AC welding sets capable of continuous hand welding at 450 amps. Reference No. 9.1(00), bid deadline July 28. Project Manager. Sembawang Shipyard (Pte) Ltd., P.O. Box 3, Sembawang Post Office, Singapore 27.★ (Telephone: 202-967-5652).

364 Electric lighting, wiring equipment

MALAWI—Lamps, "hurricane", kerosene-fueled, with fitted glass and wick. Sample or catalog with prices in £ sterling requested. Lalji Kurji Ltd. (wholesaler), Haile Selassie Rd., P.O. Box 61, Blantyre. WTD 8/68.

365 Radio, television receiving sets

MOROCCO—Radio, television components, accessories; for assembly line. Requests replies in Spanish, French. INELEC-MAROC S.A. (importer, wholesaler, manufacturer, agent), Km. 2 Route de Rabat, Tangier. WTD in preparation.

SWITZERLAND—Radio, phonographs, amplifiers, tuners, speakers, tape recorders, audio (hi-fi) equipment. Direct purchase and agency. Cida Electra SA (importer, distributor), Avenue Ruchonnet 2, 1000 Lausanne. WTD 12/68.

366 Communication equipment

MOROCCO—Radio, television antennas; microwave telephone (walkie-talkie) communication equipment and components, for assembly line. Requests replies in Spanish, French. INELEC-MAROC S.A. (importer, wholesaler, manufacturer, agent), Km. 2 Route de Rabat, Tangier. WTD in preparation.

SOUTH AFRICA—Electronic, audio-communications equipment, components. Electronic Maintenance Services (distributor), 52 Wargrave Ave., Auckland Park and P.O. Box 3499, Johannesburg, Transvaal. WTD in preparation.

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367 Electronic components, accessories

GERMANY—All types of electronic components, accessories. ELKOSE, Elektronische Komponenten-Service Hans Burchartz (distributor, importer), 7141 Schwieberdingen, Scheerwiesenweg 37. WTD 6/69.

ITALY—Semiconductors. Ricagni S.r.l. (manufacturer), Via Mecenati 71, 28138 Milano. WTD 3/69.

374 Railway equipment

● **IRAN**—One hundred sets lorrys. Ref. No. 73113, bid deadline July 22. Iranian State Railways, Tehran. Copies of tender documents are obtainable through Transportation Products Division, BDSA-631, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4816).

● One hundred sets heavy wagonettes. Bid deadline Aug. 11. Ref. No. 73112, Iranian State Railways, Tehran. Tender document available for review only in Room 4021, Transportation Products Division, BDSA-631, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-4816).

● **SENEGAL**—Fourteen motorized inspection cars. Bid deadline Aug. 4. Bids *must* be in French. Monsieur le Directeur de la Regie des Chemins de Fer, Cite Ballabey, Thies, Senegal. Bid specifications (in French) available for review only in Room 4021, Commerce Department, Washington, D.C.★

Copies of the specifications may be obtained from the above address for the fee of 10,000 CFA ($1 = 2.47 CFA francs). Cars are being procured as part of the $4 million modernization program of the Regie de Chemins de Fer of Senegal.

The program is being financed by the International Development Association of the International Bank for Reconstruction and Development (IBRD).

379 Transportation equipment

GERMANY—Trailer coaches, housing type, other automobile trailers. Request price quotations f.o.b. American port. Westfalia-Werke Franz Knoebel & Soehne KG. (manufacturer), Postfach 540, 4832 Wiedenbrueck. WTD 4/69.

382 Instruments for measuring, controlling, indicating physical characteristics

GERMANY—All types of textile testing instruments, equipment. Direct purchase and agency. Zweigle KG (manufacturer, distributor, sales agent), 741 Reutlingen, Bismarckstrasse 95. WTD 6/69.

● **PAKISTAN**—The bid deadline for the supply of 28,500 water meters in sizes of ⅝" x ¾", 1", 2", 4", and 6", with accessories, has been extended to July 28 (INTERNATIONAL COMMERCE, May 19, p. 40). Tender No. DW5-69. Requested by the Chairman, Dacca Water Supply and Sewerage Authority, 156/157 Motijheel Commercial Area, Dacca-2, East Pakistan. Cable: WASADAC, Dacca. Terms and specifications available on loan basis from the Scientific & Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20203.★ (Telephone: 202-967-2939).

384 Surgical, medical, dental instruments

● **TURKEY**—Supply of surgical and hospital instruments and equipment including: 30 mitral and 20 aortic prosthetic heart valves; four DC defibrilators; six respirators; pump-oxygenator; mobile X-ray unit image intensifier and TV, and automatic X-ray developer; radiologic equipment for selective coronary catheterization and angiography; channel recorders; oxymeter; electrical sternal saw; coronary intensive care unit. Bid deadline Aug. 11.

Requested by the Ministry of Health (Saglik Bakanligi), Ankara, Turkey. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

399 Manufacturing industries

AUSTRALIA—Novelties such as baby gifts, nursery gift lines. Direct purchase and agency. Transit Trading Co. (distributor, importer), G.P.O. Box 2791, Sydney, N.S.W. 2001. WTD 3/69.

GERMANY—Novelties, commodities to be used in households such as fancy dishes, ashtrays, wooden ware, tinware, also fancy work as soap dispensers, match boxes, telephone registers, table clocks, hour-glasses which are suitable for selling through mail order houses, similar firms. Direct purchase and agency. Diestel & Co. (importer, wholesaler), 2000 Hamburg 13, Oberstrasse 135. WTD 6/69.

NETHERLANDS—Novelties, notions, other gift items. Direct purchase or representations for Benelux countries, W. Germany. Multiform Plastics (importing distributor), 7 Martinetsingel, P.O. Box 164, Zutphen. WTD 6/69.

509 Wholesalers

GERMANY—Exposed X-ray plates, unassorted, without paper packing in used jute bags or cartons. Lehnert GmbH (importer, exporter), 6606 Gersweiler, Am Berg 12. WTD 6/69.

ISRAEL—Rejects of phonograph records (scrap). M. A. Altabeb Ltd. (importer, agent), P.O. Box 1229, Tel Aviv. WTD 4/69.

Thailand discloses needs for civil aviation items

The Aeronautical Radio of Thailand (government owned), has issued a tender for the supply and installation of civil aviation equipment. Bid deadline Oct. 7.

Bid should offer en route terminal area primary radar; en route secondary radar; display consoles; video map generators; radar simulator; microwave video link; no break power supplies and approach control secondary radar.

Copies of tender announcement and specifications are available *only* from Aeronautical Radio of Thailand LTD., G.P.O. Box 535, Bangkok. Requests must be accompanied by a check for $100 payable to: Aeronautical Radio of Thailand, LTD., Bangkok.

Malaysia issues tender for carrier cable equipment

The Director-General, Telecommunications Department, Government of Malaysia, has issued a tender, for the supply of carrier cable and coaxial cable line equipment. Bid deadline Aug. 27.

Bid should offer telephone baseband line amplifiers and equalization equipment, exchange line equipment, radio terminal station line equipment.

Copies of tender announcement and specifications are available from the Director-General, Telecommunications Department, Government of Malaysia, Kuala Lumpur, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-4823).

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

221 Broad woven fabric mills, cotton

SWITZERLAND—Printed percal sheets made from cotton; inches 72 x 80 and 92 x 96. Mr. J. S. Kremer, Leon Kremer & Co. (agent, distributor), Weststrasse 46, 8003 Zurich. WTD 6/69.

222 Broad woven fabric mills, manmade fiber, silk

MALAWI—Shirt textiles, manmade fiber, plain white, plaids, stripes. Reliance Agencies (agency), Post Office Box 277, Blantyre. WTD 1/69.

242 Sawmills, planing mills

ITALY—Lumber: Douglas fir, pitchpine, yellow pine. Rodolfo Fischer (importer, representative, wholesaler, retailer), Piazzale dei Legnami 11, 34100 Trieste. WTD 2/69.

262 Paper mills, products

ITALY—Fancy printing paper, new to market. Societa' Azionaria Grafica Editrice (manufacturer), Via Nino Bixio, 21042 Caronno Pertusella, Varese. WTD 4/69.

264 Converted paper, paperboard products

ITALY—Pressure sensitive tapes, specialties. Rigamonti Abrasivi (agent), Via Cola da Rienzo 7, 20144 Milan. WTD 3/69.

281 Industrial chemicals

SWEDEN—Calcium Hypochlorite, packed in 100 lb. drums. Specifications: active ingredient —calcium hypochlorite 70%; inert ingredients 30%; available chlorene 70%. To be used as a cleaning agent in swimming pools. Quotation c.i.f. Durban requested. Soderquist & Albihn AB (agent), P.O. Box 2074, S-403 12 Goteborg. WTD 3/68.

283 Drugs

SWITZERLAND—Non-prescription pharmaceutical preparations for human use, for over the counter sale, genuine novelties only. Comptoir de la Parfumerie S.A. (importer, distributor), Ancienne Maison Tschanz, Attn: Mr. L. Genoud, 9 Rue Boissonnas, 1211 Geneva 24. WTD 6/68.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

ITALY—Cosmetics; primarily for women, but possibly for men; high quality. Exclusive agency. Cooperativa Farmaceutica (manufacturer, retailer, distributor), Via Passione 8, 20122 Milano, Italy. WTD under preparation.

SWITZERLAND—Perfumes, cosmetics, toiletries, gadgets, specialties, requests proposals for genuine novelties only. Comptoir de la Parfumerie S.A. (manufacturer, distributor), Ancienne Maison Tschanz, Attn: Mr. L. Genoud, 9 Rue Boissonnas, 1211 Geneva 24. WTD 6/68.

287 Agricultural chemicals

PAKISTAN—Agricultural pesticides, insecticidal preparations. United Builders & Engineers (manufacturer, agent, construction work), 75 Elephant Rd., Dhanmondi, P.O. Box No. 589, Dacca-2. WTD 4/69.

289 Printing ink

ITALY—Silk screen process ink. Seriquadro S.a.s. (distributor, manufacturer, representative), Corso di Porta Romana 119, 20122 Milano. WTD 4/69.

329 Abrasive, asbestos, nonmetallic mineral products

ITALY—Coated abrasives, specialties. Rigamonti Abrasivi (agent), Via Cola da Rienzo 7, 20144 Milano. WTD 3/69.

344 Fabricated structural metal products

ITALY—Cooling towers. Mak Officine S.r.l. (manufacturer), Corso Sempione 75, Milano. WTD 3/69.

352 Farm machinery

PAKISTAN—Farm machinery including power tillers. Chittagong Sawmills & Engineering Works Ltd. (importer, agent, distributor, manufacturer), Patherghata, Chittagong. WTD 3/69.

353 Construction, mining, materials handling machinery, equipment

NETHERLANDS—Concrete mixers, concrete handling, transportation equipment. Agencies on commission basis for Benelux countries requested. Machinefabriek Lucassen (importing agent), 4 Vianenstraat, Velp (Gld). Attn: J. Lucassen. WTD 6/69.

PAKISTAN—Power cranes, tractors. United Builders & Engineers (manufacturer, agent, construction work), 75 Elephant Rd., Dhanmondi, P.O. Box No. 589, Dacca-2. WTD 4/69.

354 Metalworking machinery

GERMANY—Medium sized, heavy duty special tool machinery for chip cutting work. Preference is given to those machines which are not known in the German market at present and which do not compete with German constructions. Erich Neubert (agent), Engineer VDI, 23 Schulensee/Kiel, Gr. Eiderkamp 3. WTD 5/69.

355 Special industry machinery

NETHERLANDS—Concrete making machinery, concrete-block, concrete curbstone, pipe making machines. Agencies on commission basis requested for Benelux countries. Machinefabriek Lucassen (importing agent), 4 Vianenstraat, Velp (Gld). Attn: J. Lucassen. WTD 6/69.

356 General industrial machinery

ITALY—Automatic strapping machines for

polypropylene straps. Superband S.a.s. (manufacturer), Via Aosta 2, 20155 Milan. WTD 3/69.

PAKISTAN—General industrial machinery including industrial pumps, domestic water systems, pumps. Chittagong Sawmills & Engineering Works Ltd. (importer, agent, distributor, manufacturer), Patherghata, Chittagong. WTD 3/69.

Industrial pumps, domestic water systems, pumps. United Builders & Engineers (manufacturer, agent, construction work), 75 Elephant Rd., Dhanmondi, P.O. Box No. 589, Dacca-2. WTD 4/69.

357 Office, computing, accounting machines

PAKISTAN—Typewriters, accounting, duplicating machines. PAK American Traders (importer, wholesaler, agent), 6 E. P. WAPDA Bldg., Motijheel, Dacca-2. WTD 4/69.

358 Service industry machines

ITALY—Compressors for refrigeration equipment. Mak Officine S.r.l. (manufacturer), Corso Sempione 75, Milano. WTD 3/69.

362 Electrical industrial apparatus

PAKISTAN—Motors, generators. United Builders & Engineers (manufacturer, agent, construction work), 75 Elephant Rd., Dhanmondi, P.O. Box No. 589, Dacca-2. WTD 4/69.

363 Household appliances

MOROCCO—Household, commercial refrigerators, cold storage units. Exclusive agency. Requests replies in Spanish, French. Inelec-Maroc S.A. (importer, wholesaler, manufacturer, agent), Km. 2 Route de Rabat, Tangier. WTD in preparation.

366 Communication equipment

ISRAEL—Marine electronic products for communication; aids to navigation; oceanographic and limnologic equipment and ship's automation. Gideon Electronics Ltd. (importer, commission agent), 3 Meirhoff Square (P.O. Box 9656), Haifa. WTD in preparation.

Closed circuit television; hospital and hotel entertainment and call systems; electronic control, detection equipment. Gabotron Ltd. (importer, agent), 203 Bnei Ephraim St., Tel Aviv. WTD in preparation.

381 Engineering, laboratory, scientific, research instruments

SWITZERLAND—Automatic analyzers, spectrometers, other similar electronic apparatus, instruments for application in laboratories. Requests replies in French or German. Albert Gass & Co. (agent, distributor), Breisacherstrasse 39, 4000 Basel. WTD 6/69.

386 Photographic equipment, supplies

ITALY—Eight m/m sound and silent motion picture projectors (continuous cycle), screens. Movie Matic, S.r.l. (importer), Via G. da Procida 5, 20149 Milano. WTD 5/69.

Supply sensitized film, accessories for silk screen processing. Seriquadro, S.a.s. (distributor, manufacturer, representative), Corso di Porta Romana 119, 20122 Milano. WTD 4/69.

441 Shipping agency

KUWAIT—Shipping agency. Ahmed Jamal Mohamed (stevedoring, ship chandling, labor contractor), P.O. Box 332, Kuwait. WTD 6/69.

Leads for Importers

Commodities are offered direct unless specified

203 Canning, preserving foods

MOROCCO—Canned vegetables, fruits, juices, jams, dates, agar-agar, capers, caroubs, tuna-fish, anchovies, shrimp, mushrooms, lentils. De Siran de Cavanac, c/o Relations Commerciales Africaines (broker, exporter), 25, Rue Murillo, Tangier. WTD 6/68.

208 Beverage industries

MOROCCO—Moroccan wines, all types, cognac, armagnac brandy. De Siran de Cavanac, c/o Relations Commerciales Africaines (broker, exporter), 25, Rue Murillo, Tangier. WTD 6/68.

209 Food preparations

MOROCCO—Olive oil, herbs, all kinds of spices. De Siran de Cavanac, c/o Relations Commerciales Africaines (broker, exporter), 25, Rue Murillo, Tangier. WTD 6/68.

TURKEY—Olive oil. Ihracatci Birlikieri (exporter), Ataturk Caddesi No. 142/146, Izmir. WTD in preparation.

Dry dock project planned for Singapore; firms invited to prequalify

Sembawang Shipyard (Private) Limited has announced that tenders will be invited in September for the construction of a new 400,000 DWT dry dock at Singapore Yard. The company, a former Royal Navy dockyard, is now owned by the Government of Singapore and managed by Swan Hunter (International) Limited.

Civil engineering contractors are invited to apply for inclusion on a selected tender list now under preparation by G. Maunsell and Partners, Consulting Engineers, Glen House, Stag Place, London, S.W.1. Firms should submit details of previous contracts in major marine engineering together with details of financial standing not later than July 31.

The works, to be let on international conditions of contract, will comprise a 1,200-foot-long dry dock of reinforced concrete on pile foundations, dredging of approaches, supply and installation of plant and equipment, and construction of ancilliary service buildings.

Malaysia extends bid deadline for microwave system

The Telecommunications Department, Government of Malaysia, has extended the bid deadline for the supply and installation of a microwave system from July 31 to Sept. 16. (INTERNATIONAL COMMERCE, June 9, p. 30 and Commerce Business Daily, June 6).

Malaysia discloses needs for hospital equipment

Expanding and modernizing its present facilities, the General Hospital in Kuala Lumpur, Malaysia is establishing a neuro-psychiatric institute at a cost of M$4.7 million. Approximately M$1 million will be reserved from the above figure for equipment not supplied by the contractors.

The six story institute with provision for 256 beds will be used for neurology, neurosurgery and psychiatry. The M$1 million includes beds, miscellaneous furnishings and equipment of many different kinds. Although many of the small items will be obtained locally, the following equipment will have to be imported: hospital beds; plasticized mattresses (highest quality, ten year guarantee); standard height two crank hospital beds with solid head and foot panels; intensive care beds; baby beds with mattresses and IV standards; patient trolleys; overhead tables; foot stools; side rails as well as trapezes; two operating tables; surgical lights and sterilizers.

Interested American suppliers should write: Dr. Roy Selby, Secretary of the Neuro-surgical Foundation of Malaysia, General Hospital, Kuala Lumpur, Malaysia

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—James Frank Vale, Valectro Industries Pty. Ltd., 500 High St., Epping, Vic. 3076, **interested in importing from U.S. licensed know-how for manufacture of metal doors, aluminum ladders, other metal or plastic products of advanced design, in discussing joint venture in Australia, and in exporting to U.S. insect screen framing and drapery rods, and requesting technical information.** July 24 via Los Angeles for six weeks. c/o Australian Trade Commissioner offices in Los Angeles, San Francisco, and New York. Itinerary: Los Angeles, Detroit, Cincinnati, cities in New Jersey, New York City, Chicago. WTD 3/67 under revision.

Pamela Ruth Williams, associate director, Williams Holding Pty. Ltd. for Williams Marketing Corp. Pty. Ltd., 241 Pitt St., Sydney, N.S.W. 2000, **interested in agencies for promotional items such as premiums, giveaways, other self liquidating items, canned or packaged food lines of an unusual nature, indoor planters of redwood, ceramic and plastic.** July 1 via San Francisco for five weeks. c/o Department of Commerce Field Offices en route. Itinerary: San Francisco, Los Angeles, Phoenix, Dallas, New Orleans, 7/18-21 Chicago, 7/21-22 Buffalo, 8/2-5 New York, 8/5-7 Washington, D.C. WTD 7/68 on Williams Marketing Corp. Pty. Ltd.

ECUADOR—Telmo E. Orquera C., pres., Vidrieria "Mundial" Cia. Ltda., P.O. Box 5081, Guayaquil, **interested in direct purchase**

and agency for U.S. automotive windshields, door accessories, rubber mats, paints and lacquers, automotive and household locks, general automotive parts. July 13 via San Antonio for one month. c/o David Cohen, 299 Broadway, New York, N.Y. 10007. Itinerary: San Antonio, Los Angeles, San Francisco, Cleveland, Toledo, Akron, Chicago, Buffalo, New York. WTD 10/68.

FRANCE—Paul Conin, Etablissements Paturle, 38 St. Laurent-du-Pont (Isere), **interested in exclusive agency and later licensing agreement for clad metal.** July 15 via New York for 15 days. c/o Summit Hotel, East 51st St. & Lexington Ave., New York, N.Y. 10022. Itinerary: New York. WTD 1/69.

Paul Block, P. Block & Cie, 209 Route de Colmer, 67 Strasbourg-Meincu, **interested in locating new sources of supply for U.S. medical and scientific materials and equipment for importation and sale in France.** July 28 via New York for one week. c/o Hilton Hotel, 53 and 54th St., and Avenue of the Americas, New York, N.Y. 10019. Itinerary: New York, New Brunswick, New Jersey. WTD 11/68.

GUYANA—Toolsie Persaud, governing dir., Toolsie Persaud Limited, 1/4 Lombard St., Georgetown, **interested in contacting U.S. buying agents for equipment such as quarry and sawmill machinery, and finance companies.** July 15 via New York for one month. c/o Department of Commerce Field Offices en route. Itinerary: New York, Jacksonville, Miami. WTD 6/69.

Abdool Rahaman, Rahaman's General Store, 51 Russell & Evans Sts., Charlestown, Georgetown, **interested in importing dry goods and hardware from U.S. firms.** July 14 via New York for one month. c/o Taft Hotel, 769 7th Ave., New York, N.Y. 10019. Itinerary: New York, Chicago, Miami, Washington, D.C. WTD 7/69.

NEW ZEALAND—Edwin W. Larsen, sales promotion and public relations manager, New Zealand Newspapers Ltd., P.O. Box 1409 or 20 Shortland St., Auckland 1, **interested in learning latest sales promotion techniques and associated activities for newspaper promotions and advertising relative to retail sales organizations, newspaper sales methods, presentation of newsmedia advertising.** July 14 via Los Angeles for 30 days. c/o Department of Commerce New York Field Office. Itinerary: Los Angeles, Salt Lake City, Buffalo, 7/20-23 New York, 7/23 Wilmington, 7/24-28 Washington, 7/28-31 Tampa, 7/31-8/5 Miami, 8/5-7 Houston, 8/7-8 San Antonio, 8/8-13 Phoenix, 8/13-14 Honolulu. WTD 7/69.

SINGAPORE—Bhagwan Gulabrai Butaney, Indonesian Mercantile Traders, Room 3, 4th Floor, 65/71 High St., or P.O. Box 3167, Singapore, **interested in purchase of piece goods and manmade and cotton made-up goods for re-export to Indonesia.** July 16 via New York for 60 days. c/o New York Hilton, Rockefeller Center, 1335 Avenue of Americas, New York, N.Y. 10019. Itinerary: New York, cities in Louisiana. WTD in preparation.

TANZANIA—Alan Nielsen, representing Ralli Estates Ltd., P.O. Box 409, Tanga, **interested in establishing contact with U.S. buyers of sisal fiber and tea.** July 27 via New York for ten days. c/o Department of Commerce New York Field Offices. Itinerary: New York, others as required. WTD 12/68.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

BELGIUM—The U.S. hotel chain Holiday Inns recently announced plans to construct **three hotels** in Belgium. Construction of the hotels will start in the Fall of 1969 and be completed within an 18-month time frame.

The hotels concerned are to be located as follows: Brussels National Airport ($3 million—300 rooms); Liege ($3 million—300 rooms); and Mons ($1.5 million—150 rooms). Negotiations are also underway for two other Holiday Inns hotel sites in Antwerp and Bruges.

BRAZIL—The Director of the Departamento Nacional de Portos e Vias Navegaveis (National Department of Ports and Navigable Waterways) has sent invitations to bid on the engineering project for the **expansion of the Port of Santos** (see INTERNATIONAL COMMERCE, May 12, p. 40) to three U.S. and two British firms. The deadline for submission of bids for the engineering phase of the project was July 10.

Tenders for construction will be issued in November with a January 1970 deadline for submission of bids. Actual construction is scheduled to start in February 1970.

U.S. engineering and construction firms and equipment suppliers are alerted to the necessity of contacting the following Brazilian organizations as well as the Departamento Nacional de Portos e Vias Navegaveis, Rio de Janeiro, Brazil, with a view towards entering into appropriate relationships with local Brazilian firms: Companhia Brasileira de Dragagem, Rua General Gurjao, 166, Rio de Janeiro, GB (U.S. firms with special capability in dredging operations might consider entering into a joint venture with this firm); Engevix S.A. Estudos Projetos e Engenharia, Al. Marques de Itu 70, 9° andar, Sao Paulo, S.P., which has completed the $242,000 technical and economic feasibility study for the new port facility (U.S. construction firms should contact this company).

The full scope of port expansion projects, focusing mainly on Santos, but not limited thereto, is expected to reach some $200 million. The National Department of Ports and Navigable Waterways has received initial approval for an $80 million loan from the World Bank which will be supplemented by some $120 million from other sources including its own funds, 90% to be for local construction costs, and 10% for equipment.

CANADA—Texaco Canada Ltd. has announced plans to build a large **refinery** near Toronto. Planned capacity will be between 75,000 and 100,000 barrels daily and cost will range up to $100 million depending on final design. Location near the terminus of the Interprovincial Pipeline indicates that the refinery will use crude from Western Canada.

FINLAND—According to press reports, Pekema Oy, the **newly-established petrochemical concern, has signed an agreement** with Solvay Cie S.A. of Belgium and Imperial Chemical Industries Ltd. of the United Kingdom for **technical assistance in the construction of its polyvinyl chloride plant** near Porvoo.

The agreement also calls for long-term cooperation in the development of products and manufacturing processes. Engineering work is to be done by an Italian firm, Compania Tecnica Industria Petrolio (C.T.I.P.), along with Finnish companies, and Finnish equipment is to be used to the maximum possible extent.

The state-controlled firm of Neste Oy, a 44% shareholder in Pekema Oy, is to provide one of the raw materials, ethylene, from an adjacent plant to be built by the American Lummus Co. Another raw material, chlorine, will be supplied by Finnish Chemicals Oy, which is owned jointly by Solvay Cie S.A., Imperial Chemical Industries Ltd., and Enso-Gutzeit Oy, a state-controlled company with a 6% interest in Pekema Oy.

An agreement with foreign firms is expected shortly for the design and construction of Pekema Oy's polyethylene manufacturing facilities.

A recent decision by the Helsinki City Council to construct the first phase of a **$75 million rapid transit system** (INTERNATIONAL COMMERCE, June 23, p. 29) recommended that American companies interested in participating in this project get in touch with the Director of the Rapid Transit Planning Office in Helsinki.

The American Embassy, Helsinki, recommends that U.S. firms should not wait for the official issuance of tender invitations to make known their interest to participate. The Embassy suggests that representatives of U.S. firms should deal directly, at least in their initial presentations, with the Lord Mayor of Helsinki, Mr. Teuvo Aura. Personal calls would be advisable.

The Embassy also understands that Finnish industries will be given the first opportunity to participate in the various portions of this extensive project, but it is clear that they will not be able to undertake all of the work. The Embassy further understands that the following British firms (Hawker-Siddeley; Metropolitan Cammell of Birmingham; and English Electric) have already been active in informing city authorities of their interests in participating in the subway project.

MOZAMBIQUE—The Director of Companhia de Cimentos de Mocambique recently announced plans for **major expansion of the Matola plant** near Lourenco Marques during the next two years. He hopes the plans, which involve a doubling of production capacity from the present 200,000 tons per year to 400,000 tons, will be approved soon by Lisbon headquarters.

An increasing number of government construction projects, the most important of which will be the Massingir Dam on the Elephant River, north of Lourenco Marques, are contributing to the increase in demand for cement. The boom in commercial building and housing construction in Lourenco Marques, and, to a lesser extent, in other urban centers is also a major reason for the expansion plans.

New Books and Reports

Kennedy Round agricultural machinery report available

This most recent Kennedy Round Report published by the Department of Commerce covers the 50% tariff cuts on agricultural machinery made by 15 countries.

Countries making the reductions are: Austria, Canada, Denmark, Finland, Japan, Norway, Sweden, Switzerland, the United Kingdom, and the European Economic Community (EEC) countries.

What makes the Kennedy Round of particular value to U.S. manufacturers and exporters of agricultural machinery is the fact that Europe—the area which leads in the consumption of such machinery—is the area in which most of the tariff reductions are being made.

In 1967, the 15 countries imported $475 million worth of agricultural machinery, of which U.S. firms supplied $182 million or $38.3%. The U.S. share of the $185 million EEC import market was 7.6%.

The 20 page *Kennedy Round Special Report on Agricultural Machinery* is available for 25 cents from Sales & Distribution Branch, U.S. Department of Commerce, Washington, D.C. 20230.

***Overseas Business Reports*. U.S. Department of Commerce. Washington, D.C. 1969. $16 per year. ($5 additional for overseas mailing), 15 cents per copy.**

Basic Data on the Economy of Lebanon. OBR 69-28. 9 pp. Information in this report covers the structure of the economy, industrial sectors, transportation, communications, labor force, finance, foreign trade and the outlook for the economy. Data on the geography, population and government of the country are also contained in the report.

Establishing a Business in Luxembourg. OBR 69-30. 13 pp. The contents of this report include material on the investment climate, legislation governing investment, business organization, industrial property protection, employment, taxation, availability of capital, basic economic factors and investment information services.

Foreign Trade Regulations of Iran. OBR 69-38. 8 pp. Among topics covered are trade policy, import tariff system, special customs provisions, shipping documents, marking and labeling requirements, nontariff import controls, Iran's export controls, U.S. controls and government representation.

Write: any Department of Commerce Field Office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

INTERNATIONAL MARKETING INFORMATION SERVICE

This identification symbol, which appears on each of the International Marketing Information Service reports, is also accompanying announcements made in this section.

Latest IMIS reports are:

Exhibitors Export Market Guides (*for Trade Center Shows*): *Frankfurt, Germany*—Equipment for the Plastics Industry, Nov. 10-14, 1969, IMIS—69-64, 10 cents.

Milan, Italy—Advanced Components & Microcircuits, Nov. 18-22, 1969, IMIS—69-66, 10 cents.

Country Market Digests (*best sales prospects in*): Lebanon, IMIS—69-9, 10 cents.

IMIS reports are available from Commerce Field Offices or from Sales & Distribution Branch, Room 2119, Department of Commerce, Washington, D.C. 20230.

***European Marketing Data and Statistics*. By European Research Consultants, Ltd. Published by International Publications Service. Vol. 5. 1969. 116pp. $40.**

Provided in this single volume are basic information and documentation about the industries and economies of Europe.

National statistics have been converted into a common pattern. Monetary information has been converted into U.S. dollars. The Common Market countries, EFTA countries and Greece, Spain and Ireland are included.

Demographic, wage and employment, GNP, consumer, production and trade data are tabulated. Production statistics are sectioned into primary goods, textiles and durable goods and commodities.

Certain miscellaneous statistics are appended—i.e., number of libraries, telephones, cinemas and education, etc.

Write: International Publications Service, 303 Park Ave. South, New York, N.Y. 10010.

***Analysis of Electrical Indicating Instrument Shipments, 1966-67*. U.S. Department of Commerce. Washington, D.C. 1969 7pp. 10 cents.**

This report extends and updates a previous publication issued in September 1966, entitled, *Analysis of Electrical Instrument Shipments, 1960-65*.

Both reports are based on data collected by the Business and Defense Services Administration in the *Quarterly Survey of Production Capabilities for Electronic Parts* (BDSAF-634).

The report is supplemented by data from publications by the Bureau of Census, including the Annual Surveys of Manufactures and the Bureau's publications on U.S. foreign trade.

Write: Sales & Distribution Branch, U.S. Department of Commerce, Washington, D.C. 20230.

***Technical and Social Changes in the World's Ports*. By A. A. Evans. Published by International Labor Office, Geneva. 1969. 264pp. $3.**

The book is intended to assist in dealing with the social implications of new methods of cargo handling, placing special emphasis on a new approach to labor-management relations in ports, on schemes offering some guarantee of employment or income and on training for dockers.

The report attempts to describe some of the new methods of cargo handling, which include the much-publicized use of containers and a number of other techniques.

Write: International Labor Office, Washington Branch, 917 15th Street, N.W., Washington, D.C. 20005.

***Domestic and International Trade Aspects of the USSR Trademark System*. By Joseph M. Lightman. Published by *The Trademark Reporter*. Vol. 58. 1968. pp. 889-905. $2.**

As in other Eastern European countries, trademarks in the USSR have served primarily as "grade marks" to facilitate government surveillance over the quality of factory output rather than as marketing tools.

Examined are the latest developments in the USSR trademark system with particular reference to trade implications.

Write: The Trademark Reporter, 6 East 45th St., New York, N.Y. 10017.

☆ U. S. GOVERNMENT PRINTING OFFICE 1969—392 307/2

Calendar *for international traders*

ATLANTA—July 31—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

BALTIMORE—Sept. 15—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

BOSTON—Sept. 19—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

CHICAGO—July 30—Businessmen's Consultation, **Donnell Smith, economic-commercial officer from Naples going to Rome, Italy.** Sponsor: Commerce Field Office.

CHICAGO—Aug. 5—Automotive Exporters' Club of Chicago. Builders Building.

CHICAGO—Aug. 11—Businessmen's Consultation, **G. E. Robert Meyer, commercial officer from Seoul, Korea, going to Bangkok, Thailand.** Sponsor: Commerce Field Office.

DAVENPORT, IA.—July 29—Third Annual Eastern Iowa Foreign Trade Dinner, Hotel Blackhawk, 6 p.m. Sponsors: Commerce Des Moines Field Office, REEC, Davenport Chamber of Commerce.

GREENSBORO, N.C.—July 29—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

KANSAS CITY—July 29—Businessmen's Consultations. **Paul C. Aylward, Jr., economic officer, Munich, Germany.** Sponsor: Commerce Field Office.

MIAMI—Aug. 5—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

NEW YORK CITY—July 29-30—Businessmen's Consultation, **Richard Garnitz, director, U.S. Tokyo Trade Center.** Sponsor: Commerce Field Office.

NEW YORK CITY—Sept. 22-23—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

PHILADELPHIA—Sept. 17—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

PHOENIX—Aug. 21—Export Workshop, Room 5413, Federal Bldg., 10 a.m.-12 noon. Sponsors: Commerce Field Office, REEC.

RIO PIEDRAS, P.R.—July 30—Final of 12 weekly lectures in Spanish on Introduction to International Trade, Rm. 238, Social Sciences Bldg., University of Puerto Rico, 8 p.m. Sponsors: U.S., Puerto Rico Departments of Commerce; REEC; Pan American World Airways.

SAVANNAH—Sept. 11-12—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

SHARON, PA.—Aug. 15—Export Luncheon Forum, Holiday Inn, 12 noon. Sponsors: Commerce Pittsburgh Field Office, Sharon Chamber of Commerce.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 843-2386.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6531.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

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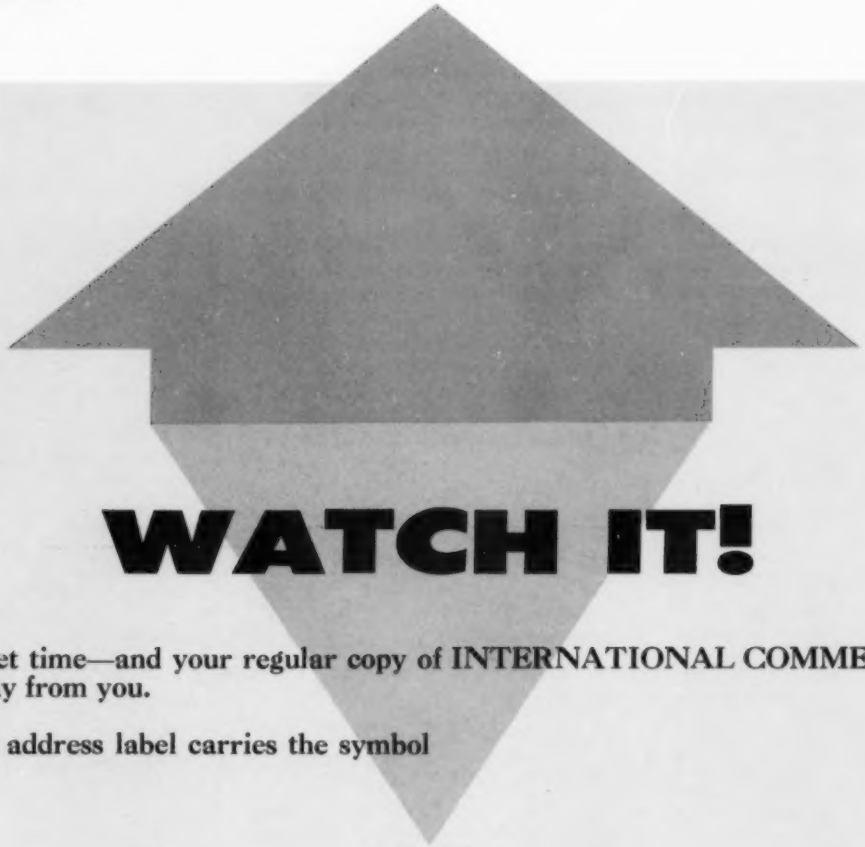

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